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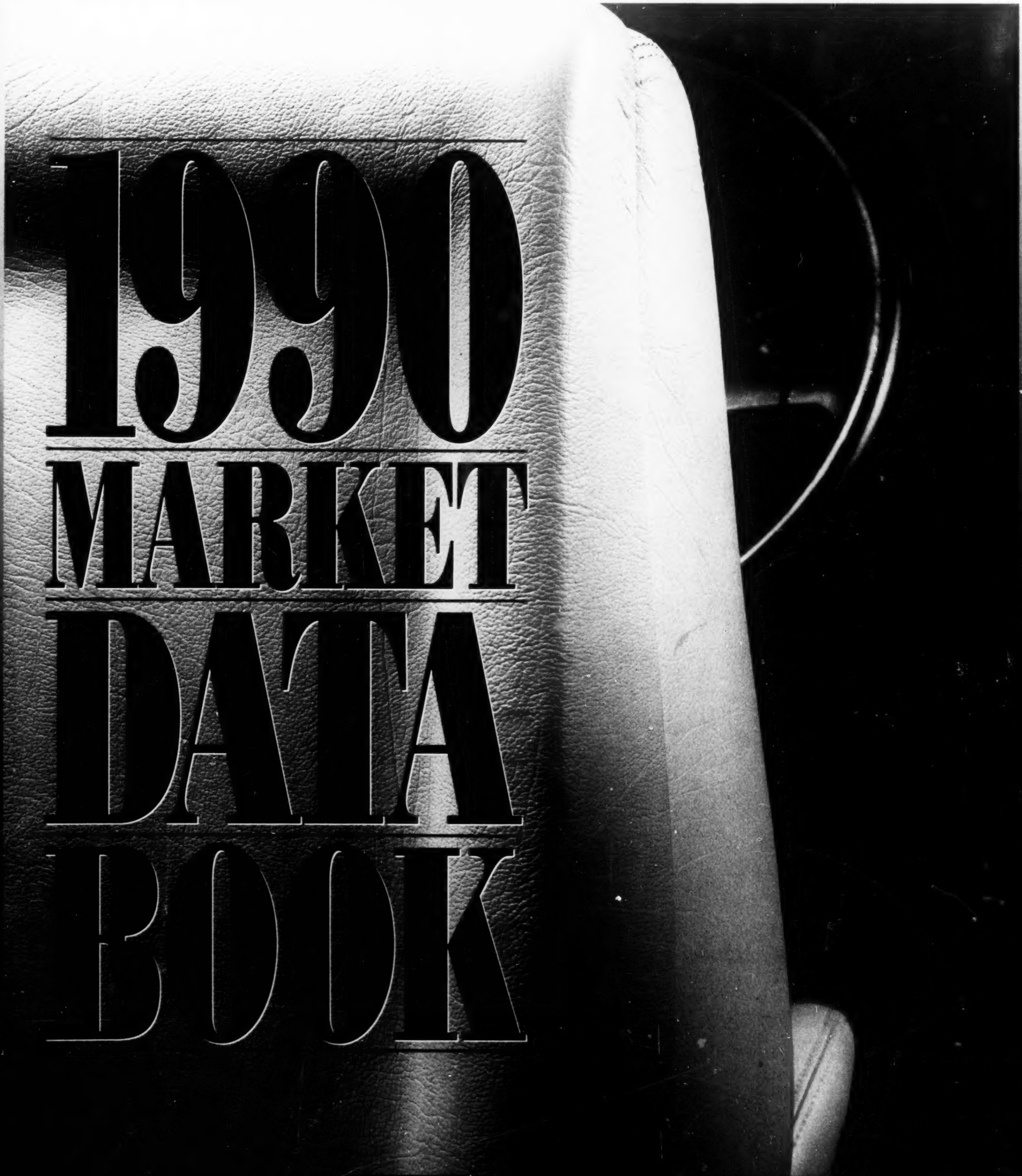


1990 MARKET DATA BOOK

PRODUCTION • SALES • SPECIFICATIONS • PRICES • AMERICA'S BIGGEST DEALERS • DIRECTORIES

PRODUCTION

World vehicle production and assembly climbed by approximately 1.8 million units in calendar 1989.

Western Europe topped all other world regions. The eight West European countries turned out 15.68 million cars and trucks last year compared to 14.90 million in 1988. Cars alone were up some 670,000 units.

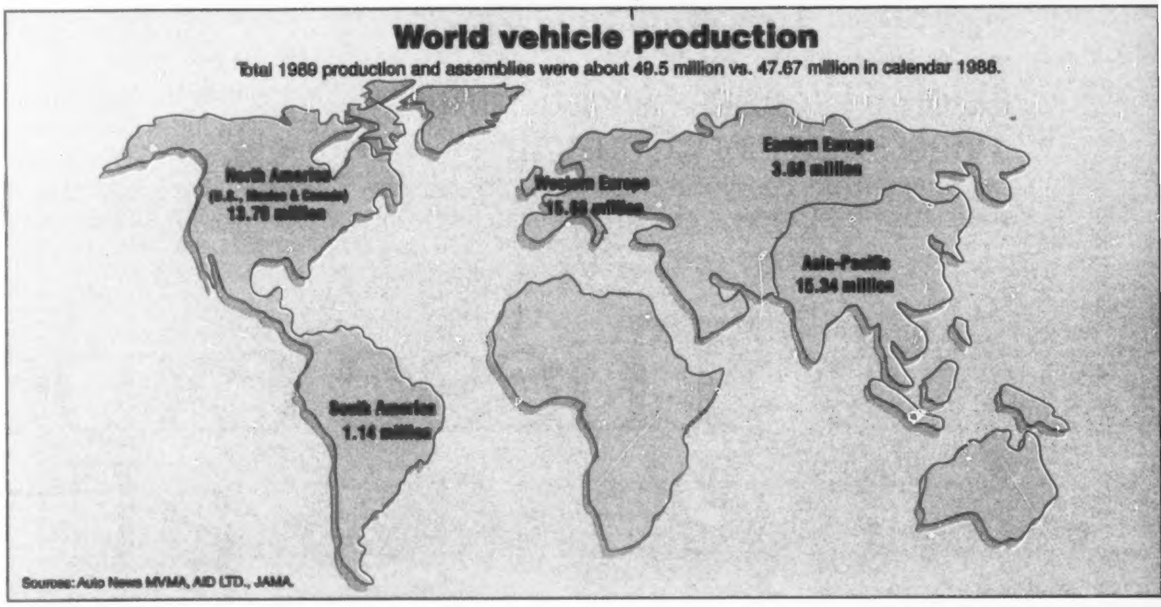
Asia-Pacific, including Japan, increased by 360,000 total units in 1989. Eastern Europe climbed an estimated 408,000 units. North America's car and truck total was up nearly 395,000 units.

Among individual nations, Poland quadrupled its vehicle production in 1989, mainly due to trucks. Mexico's car and truck total climbed by nearly 24.60 percent in calendar 1989. Spain's total rose by 8.43 percent, France's by nearly six points.

Japan (13,025,678 units), and the United States (11,124,945 units), were the world's top car producers in 1989. They were followed by West Germany, France, Italy and Spain, each with more than two million units.

World vehicle production

Total 1989 production and assemblies were about 49.5 million vs. 47.67 million in calendar 1988.



Sources: Auto News MVMA, AID LTD., JAMA.

Annual world vehicle production and assembly — 15 countries; 40 years

Year	Australia	Belgium	Brazil	Canada	France	Italy	Japan	S. Korea	Mexico	Spain	Sweden	U.K.	U.S.	USSR	W. Germany	World Total
1989	358,264	388,779	1,012,093	1,935,821	3,919,776	2,220,774	13,025,678	1,129,470	629,239	2,045,557	465,876	1,625,672	11,124,945	2,100,000	4,851,647	42,675,084
1988	347,028	397,732	1,070,756	1,780,290	3,678,465	2,111,019	12,699,807	1,083,655	505,202	1,866,451	485,624	1,544,848	11,009,762	2,167,000	4,625,314	*47,670,728
1987	330,241	352,378	1,058,332	1,563,910	3,493,210	1,912,612	12,249,174	979,739	395,258	1,704,473	501,822	1,388,772	10,975,334	2,202,000	4,634,074	46,384,697
1986	362,247	295,315	1,056,332	1,863,836	3,194,615	1,912,612	12,259,817	601,546	338,392	1,306,644	487,152	1,202,661	11,372,865	2,226,000	4,578,278	45,156,013
1985	411,332	266,682	966,625	1,936,511	3,016,106	1,572,907	12,271,095	378,162	398,192	1,417,604	461,072	1,311,256	11,671,475	2,200,000	4,445,920	44,690,081
1984	339,084	249,461	864,653	1,877,986	3,062,152	1,601,177	11,392,711	265,361	343,656	1,306,769	431,852	1,133,731	10,924,077	2,208,400	4,045,402	42,159,655
1983	337,075	285,478	896,462	1,523,324	3,335,880	1,575,151	11,155,711	221,019	285,485	1,288,721	414,522	1,289,111	9,512,781	2,180,000	4,154,439	40,022,104
1982	408,570	278,014	860,593	1,270,012	3,148,807	1,453,043	10,731,794	163,484	472,637	1,069,507	349,066	1,156,477	6,876,034	2,172,700	4,062,655	36,433,276
1981	391,614	237,456	779,836	1,198,416	3,019,370	1,433,743	11,179,962	133,905	597,118	987,474	313,679	1,184,205	7,981,167	2,197,500	3,897,007	37,380,354
1980	384,109	252,036	1,165,207	1,373,654	3,378,433	1,611,858	11,042,884	123,135	490,006	1,181,659	298,498	1,312,904	8,010,374	2,199,200	3,878,552	[illegible]
1979	461,468	314,997	1,127,966	1,602,369	3,613,458	1,632,289	9,635,546	204,447	444,426	1,122,918	354,820	1,478,512	11,391,867	2,173,200	4,249,725	41,978,835
1978	384,966	303,260	1,062,197	1,805,737	3,507,930	1,656,115	9,269,153	156,418	384,128	1,143,831	305,534	1,607,467	12,830,046	2,150,984	4,186,364	42,611,388
1977	452,592	336,382	919,242	1,698,904	3,507,881	1,583,917	8,514,522	83,000	280,813	1,129,700	286,091	1,714,020	12,727,243	2,088,369	4,104,216	41,240,509
1976	456,216	326,978	985,469	1,640,912	3,402,715	1,596,677	7,841,447	48,292	324,979	866,240	367,780	1,705,506	11,484,169	2,024,660	3,868,089	38,619,510
1975	456,167	222,176	929,805	1,446,330	2,861,305	1,458,629	6,941,591	36,264	360,678	814,164	366,753	1,648,399	8,991,091	1,964,056	3,186,208	33,322,385
1974	488,338	183,128	858,479	1,481,535	3,462,847	1,772,515	6,551,840	30,290	350,755	837,414	368,350	1,936,655	10,052,265	1,846,000	3,089,777	35,100,355
1973	454,190	298,957	729,135	1,587,500	3,569,179	1,957,994	7,082,757	26,314	285,513	822,020	378,042	2,163,941	12,674,613	1,602,000	3,949,065	39,236,122
1972	466,197	271,453	608,165	1,469,685	3,328,320	1,839,793	6,294,438	18,648	229,786	695,217	350,989	2,329,430	11,299,236	1,379,000	3,815,982	35,845,958
1971	470,122	295,764	516,038	1,372,328	3,010,294	1,817,019	5,810,774	23,002	210,840	532,358	317,285	2,198,146	10,655,574	1,142,700	3,982,722	33,728,063
1970	473,790	272,423	416,047	1,157,476	2,750,086	1,854,252	5,289,157	28,819	189,541	536,028	310,987	2,098,498	8,266,718	916,118	3,842,247	29,707,782
1969	451,917	302,549	349,519	1,350,708	2,459,072	1,595,951	4,674,932	30,994	165,164	454,571	271,440	2,182,793	10,181,263	844,300	3,604,567	30,083,671
1968	418,307	172,906	278,473	1,169,498	2,075,617	1,663,648	4,085,826	17,657	143,478	393,433	244,786	2,225,122	10,797,851	800,900	3,106,958	28,611,717
1967	366,547	183,087	225,418	939,635	2,009,672	1,542,669	3,146,486	6,604	126,365	361,637	214,650	1,937,199	8,996,490	728,800	2,482,319	24,183,980
1966	343,929	195,219	224,574	896,119	2,024,552	1,365,898	2,286,399	3,430	113,807	340,418	199,910	2,042,354	10,363,418	675,300	3,050,708	24,983,204
1965	407,569	166,594	185,187	852,274	1,641,696	1,175,548	1,875,614	141	96,654	228,935	205,717	2,177,261	11,118,020	634,312	2,976,477	24,567,935
1964	411,750	2,070	183,707	668,508	1,615,896	1,090,078	1,702,475	249	90,752	178,128	184,184	2,332,376	9,304,405	603,100	2,909,657	[illegible]
1963	374,058	1,200	174,191	631,358	1,736,977	1,180,536	1,283,531	1,254	69,135	131,988	167,850	2,011,720	9,108,305	587,012	2,667,896	20,720,363
1962	329,629	1,043	191,194	505,167	1,536,133	946,793	990,706	1,777	66,637	100,163	151,568	1,674,530	8,191,494	577,500	2,356,612	18,202,797
1961	231,651	800	145,584	386,923	1,244,223	759,140	813,879	—	62,563	75,080	131,755	1,464,134	6,650,282	565,330	2,147,825	15,215,438
1960	326,250	256	133,041	397,739	1,369,210	644,633	481,551	—	49,807	58,200	108,527	1,810,700	7,891,502	523,591	2,055,149	[illegible]
1959	263,592	343	96,114	367,939	1,283,159	500,784	262,814	—	51,118	56,800	112,394	1,560,427	6,723,204	494,994	1,718,556	13,877,791
1958	241,324	382	60,983	356,418	1,127,549	403,560	188,303	—	38,955	31,050	91,179	1,365,407	5,114,807	511,074	1,495,256	11,369,912
1957	213,620	320	30,542	413,577	927,956	351,815	181,977	—	41,106	30,436	71,654	1,149,095	7,220,431	495,408	1,212,232	12,530,056
1956	204,176	383	—	471,350	827,079	315,802	111,066	—	39,387	4,500	57,274	1,004,544	6,905,458	464,632	1,075,619	11,654,526
1955	218,004	1,625	—	452,114	725,061	268,766	68,932	—	32,275	3,972	50,299	1,237,068	9,204,049	445,268	908,742	13,221,695
1954	200,685	3,620	—	362,106	600,040	216,715	70,073	—	33,380	620	44,735	1,037,679	6,536,735	403,873	680,397	[illegible]
1953	150,307	1,780	—	480,049	497,348	174,320	49,778	—	35,768	400	29,427	834,275	7,389,123	354,175	490,581	[illegible]
1952	116,293	950	—	434,102	498,952	138,446	38,958	—	46,887	400	21,233	689,658	5,581,796	397,936	428,383	[illegible]
1951	129,259	N.A.	—	415,420	445,655	148,533	38,490	—	46,081	308	22,959	733,883	6,757,014	286,683	374,161	[illegible]
1950	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

NOTE: Totals may not add because of double counting of CKD kits and unavailable production numbers in other countries. *1988 World totals revised

SOURCES: Automotive News, MVMA, AID Ltd., JAMA

PRODUCTION

World vehicle production and assembly — 1989 vs 1988

	Cars		Trucks*		Total	
	1989	1988	1989	1988	1989	1988
North America						
United States	6,829,976	7,129,420	4,294,969	3,880,342	11,124,945	11,009,762
Canada	1,007,209	1,026,323	928,612	753,967	1,935,821	1,780,290
Mexico	438,641	353,783	190,598	151,419	629,239	505,202
Total	**8,275,826**	**8,509,526**	**5,414,179**	**4,785,728**	**13,690,005**	**13,295,254**
South America						
Argentina	107,597	135,778	20,227	28,304	127,824	164,082
Brazil	731,103	782,411	280,990	288,345	1,012,093	1,070,756
Total	**838,700**	**918,189**	**301,217**	**316,649**	**1,139,917**	**1,234,838**
Western Europe						
Belgium**	304,255	324,908	84,524	72,824	388,779	397,732
France**	3,409,017	3,223,987	510,759	474,478	3,919,776	3,698,465
Italy	1,971,969	1,884,313	248,805	226,706	2,220,774	2,111,019
Netherlands	130,000	119,786	33,330	29,051	163,330	148,837
Spain	1,638,615	1,497,967	406,942	388,487	2,045,557	1,886,454
Sweden	384,206	407,117	81,670	78,507	465,876	485,624
United Kingdom	1,299,082	1,226,835	326,590	318,013	1,625,672	1,544,848
West Germany	4,563,673	4,346,283	287,974	279,031	4,851,647	4,625,314
Total	**13,700,817**	**13,031,196**	**1,980,594**	**1,867,097**	**15,681,411**	**14,898,293**
Eastern Europe						
Czechoslovakia	188,611	188,834	50,570	53,842	239,181	242,676
East Germany#	215,000	217,800	42,000	44,290	257,000	262,090
Hungary	0	11,930	0	12,478	0	24,408
Poland	285,600	53,000	305,000	51,500	590,600	104,500
Turkey	124,259	120,796	21,570	28,879	145,829	149,675
U.S.S.R.#	1,200,000	1,282,000	900,000	885,000	2,100,000	2,167,000
Yugoslavia	302,985	280,048	39,449	36,294	342,434	316,342
Total	**2,316,455**	**2,154,408**	**1,358,589**	**1,112,283**	**3,675,044**	**3,266,691**
Asia-Pacific						
Australia	330,492	317,387	27,772	29,881	358,264	347,268
India	177,110	159,941	155,325	152,415	332,435	312,356
Japan	9,052,406	8,198,400	3,973,272	4,501,407	13,025,678	12,699,807
People's Republic of China (PRC)	21,568	20,907	467,907	511,659	489,475	532,566
South Korea	871,898	872,074	257,572	211,581	1,129,470	1,083,655
Taiwan	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
Total	**10,453,474**	**9,568,709**	**4,881,848**	**5,406,943**	**15,335,322**	**14,975,652**
Grand Total	**35,585,272**	**34,182,026**	**13,936,427**	**13,488,700**	**49,521,699**	**47,670,728**

NOTE: In some cases, figures are preliminary estimates and subject to slight change. Total may not add because of CKD kits counted by more than one country.
*—Truck figures include buses and commercial vehicles. European truck figures include car-derived vans. U.S. figures include minivans.
**—Includes assemblies. #—Estimates
SOURCES: Automotive News, AID Ltd., MVMA, JAMA and other trade groups.

12 top world vehicle producers

	1989	1988	Pct. of change
General Motors	7,946,000	8,108,000	− 2.00
Ford Motor Co.	6,408,044	6,517,186	− 1.67
Toyota Motor Corp.	4,447,889	3,854,721	15.39
Nissan Motor Co.	3,008,750	2,713,234	10.89
Volkswagen	2,927,000	2,848,000	2.77
Fiat Group	2,436,100	2,141,500	13.76
Chrysler Corp.	2,381,712	2,566,920	7.22
Peugeot-Citroen PSA	2,216,100	2,080,200	6.53
Renault SA	2,049,600	1,936,783	5.82
Honda Motor Co.	1,863,000	1,783,416	4.46
Mazda Motor Corp.	1,488,807	1,383,953	7.58
Mitsubishi Motors Corp.	1,249,510	1,224,192	2.07

Note: Compiled by Automotive News.

No breakout of CKD (knock-down vehicles) is available from manufacturers. All figures include cars, trucks and buses.

Some totals include factory sales.

Annual passenger car production — 8 West Europe countries

Country	1989	1988	% of change
Belgium*	304,255	324,908	-6.36
France*	3,409,017	3,223,987	5.74
Germany	4,563,673	4,346,283	5.00
Italy	1,971,969	1,884,313	4.65
Netherlands	130,000	119,786	8.60
Spain	1,638,615	1,497,967	9.40
Sweden	384,206	407,117	-5.63
United Kingdom	1,299,082	1,226,835	5.90
Total	13,700,817	13,031,196	5.14

SOURCE: Auto Strategy International Inc. MVMA

*Totals may include double counting.

Domestic and export car production in Mexico

	1989	1988	% of change
Chrysler	102,734	77,323	32.85
Ford	87,169	98,815	-11.79
GM	63,061	51,477	22.50
Nissan	86,749	73,045	18.76
Volkswagen	98,928	53,114	86.26
Total Cars Built in Mexico	**438,641**	**353,783**	**23.99**

World vehicle production and assembly by region — 10 years

	North America	Europe	Asia	South America
1989	13,690,005	19,356,455	15,335,322	1,139.917
1988	13,295,254	18,164,984	14,975,652	1,234,838
1987	12,934,502	17,635,428	14,563,120	1,251,647
1986	13,461,068	16,706,054	13,835,201	1,231,098
1985	14,006,178	15,901,217	12,880,368	1,104,300
1984	13,145,741	15,215,560	11,759,738	977,419
1983	11,015,273	15,682,826	11,486,316	1,055,457
1982	8,734,684	14,787,194	11,047,858	992,709
1981	9,862,814	14,412,699	11,462,754	952,199
1980	9,874,206	15,412,225	11,279,345	1,454,124

Definitions: North America — Canada, Mexico, U.S.; Europe — Western Europe and Eastern Bloc including U.S.S.R.; Asia — India, Japan, Korea; South America — Argentina, Brazil. Totals may not match with other production tables because of CKD kits. Some may include double-counting.

SOURCE: MVMA, AID LTD., JAMA

Japan's car and truck production by size class - 1989 vs. 1988

Category	1989	1988
Cars		
Standard	1,218,463	735,053
Small	7,391,224	7,307,230
Midget	442,719	156,117
Car total	9,052,406	8,198,400
Trucks		
Standard	[illegible]	[illegible]
Small	[illegible]	[illegible]
Midget	[illegible]	[illegible]
Truck total	[illegible]	[illegible]
Buses		
30 passengers & over	16,291	16,297
Under 30 passengers	25,783	41,116
Bus total	42,074	57,413
Grand Total	[illegible]	[illegible]

Vehicle Classifications

	Standard Class	Small Class	Midget Size
Width	Over 67 inches	Over 58 inches to 67 inches	55 inches or less
Height	Over 79 inches	79 inches or less	79 inches or less
Length	Over 185 inches	Over 134 inches to 185 inches	126 inches or less
Displacement	More than 2,000 cc [illegible]	More than 550 cc to 2,000 cc [illegible]	550cc or less

1989 calendar year Japan car and truck production by make

	Cars		Trucks		Total vehicles	
	12 mos., 1989	12 mos., 1988	12 mos., 1989	12 mos., 1988	12 mos., 1989	12 mos., 1988
Daihatsu	263,631	160,125	400,420	483,067	664,051	643,192
Fuji	310,623	276,448	[illegible]	318,838	[illegible]	595,286
Hino			65,287	74,128	65,287	74,128
Honda	1,155,682	1,072,773	207,532	220,643	1,363,214	1,293,416
Isuzu	168,725	158,750	382,330	411,393	551,055	570,143
Mazda	907,665	880,131	301,776	332,831	1,209,441	1,212,962
Mitsubishi	708,415	639,890	[illegible]	613,503	[illegible]	1,253,393
Nissan	1,972,506	1,720,942	384,818	435,129	2,357,324	2,156,071
Nissan Diesel			53,985	47,196	53,985	47,196
Suzuki	446,853	296,413	[illegible]	549,110	[illegible]	845,523
Toyota	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Others			551	481	551	481
Total	9,052,406	8,198,400	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

PRODUCTION

U.S. car production by make and model — 1989 calendar year

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
Horizon	0	0	703	703	3,302	3,622	4,106	11,030	4,515	4,619	2,039	11,173	4,895	3,807	1,329	10,031	32,937
Sundance	11,258	8,926	9,911	30,095	9,610	11,443	11,379	32,432	1,964	5,788	7,996	15,748	8,332	8,041	5,970	22,343	100,618
Acclaim	5,927	10,287	13,018	29,232	11,161	12,628	15,630	39,419	2,698	12,276	11,772	26,746	12,932	11,821	5,142	29,895	125,292
Total Plymouth	17,185	19,213	23,632	60,030	24,073	27,693	31,115	82,881	9,177	22,683	21,807	53,667	26,159	23,669	12,441	62,269	258,847
LeBaron J	10,290	9,132	9,100	28,522	10,808	12,388	3,555	26,751	3,058	10,994	10,963	25,015	5,486	1,861	6,035	13,382	93,670
LeBaron GTS	1,135	1,525	286	2,946	0	0	0	0	0	0	0	0	0	0	0	0	2,946
New Yorker C	10,609	10,981	10,863	32,453	7,623	8,637	8,616	24,876	443	3,394	3,418	7,255	3,839	3,910	2,342	10,091	74,675
Fifth Avenue	0	0	0	0	0	0	0	0	351	7,975	7,662	15,988	4,902	3,728	2,265	10,895	26,883
Imperial	0	0	0	0	0	0	0	0	12	14	212	238	1,492	2,245	1,765	5,502	5,740
Total Chrysler	22,034	21,638	20,249	63,921	18,431	21,025	12,171	51,627	3,864	22,377	22,255	48,496	15,719	11,744	12,407	39,870	203,914
Omni	0	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Daytona	10,331	9,127	9,141	28,599	7,345	8,264	2,328	17,937	2,081	7,283	7,329	16,693	3,696	1,527	4,000	9,223	[illegible]
Shadow	10,718	9,901	9,847	30,466	9,559	9,812	9,658	29,029	1,716	6,051	8,039	[illegible]	9,792	10,376	8,673	28,841	[illegible]
Dynasty	13,729	13,692	13,620	41,041	13,053	14,526	14,599	42,178	957	[illegible]	7,881	[illegible]	11,038	12,189	9,352	32,579	[illegible]
Lancer	925	598	5	1,528	0	0	0	0	0	0	0	0	0	0	0	0	[illegible]
Spirit	6,388	10,121	[illegible]	27,186	10,749	11,205	9,827	31,781	1,604	7,599	13,535	22,738	11,502	9,268	5,573	26,343	[illegible]
Total Dodge	42,089	43,439	44,210	129,718	44,468	48,043	40,442	132,953	11,152	33,182	39,029	83,363	41,514	37,236	25,674	[illegible]	[illegible]
CHRYSLER MOTORS	[illegible]	84,290	[illegible]	[illegible]	86,972	[illegible]	83,728	[illegible]	[illegible]	78,242	83,091	185,526	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Escort	37,457	26,255	29,082	92,794	33,771	33,459	20,957	88,187	14,485	[illegible]	[illegible]	[illegible]	42,291	30,963	9,603	82,857	[illegible]
Mustang	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tempo	16,440	12,924	13,383	42,747	12,813	12,804	12,784	38,401	5,535	13,580	11,964	31,079	13,607	11,355	9,809	34,771	146,998
Taurus	35,574	31,112	33,706	100,392	34,843	35,091	34,988	104,922	9,438	29,727	24,226	63,391	35,455	31,988	26,033	93,476	362,181
Thunderbird	14,998	15,435	15,895	46,328	14,152	13,812	14,170	42,134	6,035	9,755	11,706	27,496	5,177	8,875	7,385	21,437	137,395
Total Ford Div.	122,206	103,417	109,598	335,221	111,796	112,138	101,931	325,865	44,282	106,981	91,390	242,653	112,805	89,488	60,530	262,823	1,166,562
Topaz	6,123	5,059	5,412	16,594	7,222	6,801	6,675	20,698	3,605	6,326	5,536	15,467	4,985	4,199	4,644	13,828	66,587
Cougar	12,033	12,969	14,058	39,060	12,571	11,484	11,082	35,137	5,991	9,753	8,678	24,422	4,927	7,430	3,324	15,681	114,300
Sable	12,276	9,261	13,675	35,212	9,070	11,311	10,930	31,311	2,858	9,420	9,561	21,839	12,782	9,548	6,194	28,524	116,886
Total Mercury	30,432	27,289	33,145	90,866	28,863	29,596	28,687	87,146	12,454	25,499	23,775	61,728	22,694	21,622	13,717	58,033	297,773
Continental	6,771	5,731	6,402	18,904	6,002	6,328	6,263	18,593	2,432	3,644	4,026	10,102	6,804	6,095	3,964	16,863	64,462
Mark VII	3,371	2,053	2,134	7,558	1,906	1,768	2,001	5,675	712	151	1,330	2,193	2,247	2,023	1,896	6,166	21,592
Lincoln	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Lincoln	20,289	18,779	[illegible]	60,408	19,592	19,977	[illegible]	[illegible]	8,287	11,368	13,390	33,045	22,806	[illegible]	17,210	60,145	[illegible]
Total L-M Div.	50,721	46,068	54,485	151,274	48,455	49,573	[illegible]	[illegible]	20,741	36,867	37,165	94,773	45,500	[illegible]	30,927	118,178	[illegible]
FORD MOTOR CO.	172,927	[illegible]	[illegible]	[illegible]	160,251	161,711	[illegible]	[illegible]	[illegible]	143,848	[illegible]	[illegible]	[illegible]	[illegible]	91,457	381,001	[illegible]
Skyhawk	2,010	830	[illegible]	4,082	[illegible]	[illegible]	0	[illegible]	0	0	0	0	0	0	0	0	[illegible]
Skylark/Somerset	[illegible]	5,242	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,216	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Century	14,230	7,411	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Riviera	2,582	2,488	2,382	7,452	[illegible]	[illegible]	827	[illegible]	0	1,189	1,792	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Electra	[illegible]	7,732	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	8,477	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
LeSabre (fwd)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
LeSabre (rwd)	864	806	810	2,480	768	405	513	1,686	355	543	908	1,806	1,205	1,024	940	3,169	9,141
Reatta	766	399	615	1,780	612	684	64	1,360	0	436	814	1,250	907	615	466	1,988	6,378
Total Buick	32,032	32,559	44,339	108,930	47,678	49,510	44,102	141,290	19,159	38,627	43,049	100,835	44,622	41,460	32,917	118,999	470,054
Eldorado	3,031	2,935	3,790	9,756	3,654	3,292	2,401	9,347	0	955	1,966	2,921	3,080	2,572	1,485	7,137	29,161
Seville	2,293	2,443	2,473	7,209	2,649	2,387	1,752	6,788	0	879	1,343	2,222	3,001	3,088	2,011	8,100	24,319
Brougham (rwd)	4,572	3,918	3,159	11,649	2,882	2,729	3,202	8,813	2,579	2,976	17,480	23,035	6,422	3,643	2,805	12,870	56,367
DeVille (fwd)	18,029	19,085	20,280	57,394	19,851	18,297	17,652	55,800	2,847	17,389	4,274	24,510	17,870	15,899	9,037	42,806	180,510
Allante	315	300	313	928	225	225	255	705	306	238	240	784	330	320	165	815	3,232
Total Cadillac	28,240	28,681	30,015	86,936	29,261	26,930	25,262	81,453	5,732	22,437	25,303	53,472	30,703	25,522	15,503	71,728	293,589
Cavalier	37,257	33,672	32,109	103,038	32,723	34,788	31,093	98,604	22,332	18,764	27,638	68,734	35,676	30,235	18,788	84,699	355,075
Camaro	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Celebrity	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,274	0	0	1,274	0	0	0	0	[illegible]
Corsica/Beretta	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Caprice	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Corvette	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Chevrolet	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Calais	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cutlass Ciera	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cutlass Supreme	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
88 (fwd)	14,702	16,505	9,174	40,381	13,615	17,817	12,551	43,983	1,453	4,423	13,046	18,922	17,494	12,329	7,768	37,591	140,877
88 (rwd)	928	460	519	1,907	756	867	964	2,587	486	356	469	1,311	856	593	280	1,729	7,534
Olds 98	8,273	8,712	6,898	23,883	8,798	4,591	4,624	18,013	986	6,135	5,490	12,611	6,635	5,901	4,454	16,990	71,497
Total Oldsmobile	49,307	51,812	40,274	141,393	47,448	57,639	37,872	142,959	19,797	32,362	49,569	101,728	58,387	45,087	31,427	134,901	520,981
Sunbird	10,058	12,031	15,455	37,544	14,672	14,966	13,875	43,513	7,286	7,946	12,348	27,580	16,394	14,675	11,472	42,541	151,178
Grand Am	20,239	20,451	23,333	64,023	22,924	22,721	21,189	66,834	12,727	17,891	19,259	49,877	21,157	14,642	10,349	46,148	226,882
Firebird	6,557	6,064	6,326	18,947	5,475	5,699	5,771	16,945	0	2,429	4,832	7,261	5,596	4,924	2,768	13,288	56,441
Grand Prix	12,001	8,000	14,376	34,377	16,000	17,564	1,624	35,188	2,221	12,076	15,473	29,770	11,720	8,303	5,833	25,856	125,191
Pontiac 6000	9,249	6,067	8,128	23,444	9,824	5,488	3,917	19,229	6,288	7,140	6,466	19,894	6,014	6,120	4,209	16,343	78,910
Bonneville	8,142	9,062	6,100	23,304	11,568	8,066	8,648	28,282	11	10,265	9,236	19,512	8,445	7,226	4,116	19,787	90,885
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Pontiac	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
GENERAL MOTORS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Eclipse	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Laser	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Talon	0	0	0	0	0	0	776	776	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Mirage	0	0	0	0	0	0	0	0	0	0	0	0	0	[illegible]	[illegible]	[illegible]	[illegible]
DIAMOND-STAR	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Civic	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Accord	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
HONDA	**32,087**	**33,458**	**34,371**	**99,916**	**30,633**	**33,940**	**33,710**	**98,283**	**23,462**	**30,810**	**27,052**	**81,324**	**30,079**	**29,451**	**23,221**	**82,751**	**362,274**
MX6	3,039	3,030	3,157	9,226	3,017	2,678	2,772	8,467	1,840	2,477	2,678	6,995	2,988	2,680	2,125	7,793	32,481
626	5,065	5,049	5,262	15,376	5,028	4,462	4,619	14,109	3,066	4,128	4,463	11,657	4,979	4,466	3,542	12,987	54,129
Probe	12,156	12,116	12,627	36,899	12,067	10,708	11,084	33,859	7,356	9,907	10,709	27,972	11,947	10,715	8,499	31,161	129,891
MAZDA	**20,260**	**20,195**	**21,046**	**61,501**	**20,112**	**17,848**	**18,475**	**56,435**	**12,262**	**16,512**	**17,850**	**46,624**	**19,914**	**17,861**	**14,166**	**51,941**	**216,501**
NISSAN	**9,971**	**9,346**	**10,240**	**29,557**	**8,479**	**11,115**	**12,535**	**32,129**	**6,194**	**11,041**	**10,475**	**27,710**	**9,550**	**9,354**	**7,284**	**26,188**	**115,584**
Corolla	6,609	6,675	7,842	21,126	6,046	7,246	7,270	20,562	6,620	7,322	5,456	19,398	7,082	6,556	5,405	19,043	80,129
Nova/Prizm	8,056	9,373	11,444	28,873	10,266	11,373	11,353	32,992	9,397	10,450	8,196	28,043	8,888	7,540	6,006	22,434	112,342
NUMMI	**14,665**	**16,048**	**19,286**	**49,999**	**16,312**	**18,619**	**18,623**	**53,554**	**16,017**	**17,772**	**13,652**	**47,441**	**15,970**	**14,096**	**11,411**	**41,477**	**192,471**
SUBARU-ISUZU	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**2,000**	**2,173**	**1,188**	**5,361**	**5,361**
TOYOTA	**7,906**	**7,854**	**9,216**	**24,976**	**7,843**	**11,175**	**14,587**	**33,605**	**13,496**	**17,234**	**14,072**	**44,802**	**17,793**	[illegible]	[illegible]	[illegible]	[illegible]

PRODUCTION

U.S. car ouput by model year — 1989

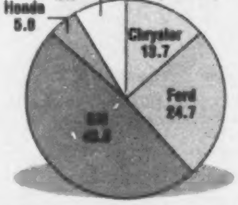
	1989 Model Year	Pct. of Output	1988 Model Year	Pct. of Output	Pct. Pt. Change '89 vs. '88
Horizon	45,341	0.64	66,997	0.97	–0.33
Sundance	104,150	1.47	97,488	1.41	0.06
Reliant	36,012	0.51	138,091	2.00	–1.49
Acclaim	77,752	1.10	0	0.00	1.10
Caravelle	202	0.00	22,060	0.32	–0.32
Gran Fury	4,985	0.07	11,434	0.17	–0.10
Total Plymouth	268,442	3.80	336,070	4.87	–1.07
LeBaron K	0	0.00	29,091	0.42	–0.42
LeBaron J	99,633	1.41	88,540	1.28	0.13
LeBaron GTS	6,549	0.09	19,406	0.28	–0.19
N. Yorker E-Class	0	0.00	9,605	0.14	–0.14
N. Yorker C-Class	100,461	1.42	82,616	1.20	0.22
Fifth Avenue	17,454	0.25	49,029	0.71	–0.46
Total Chrysler	224,097	3.17	278,287	4.03	–0.86
Omni	46,239	0.65	64,740	0.94	–0.28
Daytona	80,878	1.14	74,852	1.08	0.06
Shadow	99,743	1.41	102,619	1.49	–0.08
Aries	36,932	0.52	123,533	1.79	–1.27
Dodge 600	0	0.00	21,221	0.31	–0.31
Dynasty	137,718	1.95	68,143	0.99	0.96
Lancer	5,019	0.07	13,829	0.20	–0.13
Spirit	68,181	0.96	0	0.00	0.96
Diplomat	6,429	0.09	20,708	0.30	–0.21
Total Dodge	481,139	6.81	489,645	7.09	–0.29
CHRYSLER MOTORS	**973,678**	**13.78**	**1,104,002**	**15.99**	**–2.22**
Escort	363,122	5.14	422,035	6.11	–0.98
Mustang	209,769	2.97	211,225	3.06	–0.09
Tempo	151,934	2.15	163,409	2.37	–0.22
Taurus	395,261	5.59	387,577	5.61	–0.02
Thunderbird	114,868	1.63	147,243	2.13	–0.51
Total Ford Div.	1,234,954	17.47	1,331,489	19.29	–1.81
Topaz	66,930	0.95	58,412	0.85	0.10
Cougar	97,312	1.38	119,162	1.73	–0.35
Sable	130,657	1.85	121,285	1.76	0.09
Total Mercury	294,899	4.17	298,859	4.33	–0.16
Continental	57,775	0.82	41,287	0.60	0.22
Mark VII	29,658	0.42	38,259	0.55	–0.13
Lincoln	128,533	1.82	201,113	2.91	–1.09
Total Lincoln	215,966	3.06	280,659	4.07	–1.01
Total L-M Division	510,865	7.23	579,518	8.39	–1.17
FORD MOTOR CO.	**1,745,819**	**24.70**	**1,911,007**	**27.68**	**–2.98**
Skyhawk	23,359	0.33	29,134	0.42	–0.09
Skylark/Somerset	61,540	0.87	54,792	0.79	0.08
Century	152,809	2.16	113,258	1.64	0.52
Regal (rwd)	0	0.00	10,635	0.15	–0.15
Riviera	21,189	0.30	8,625	0.12	0.17
Electra	83,566	1.18	91,913	1.33	–0.15
LeSabre (fwd)	149,572	2.12	136,044	1.97	0.15
LeSabre (rwd)	7,743	0.11	9,659	0.14	–0.03
Reatta	7,009	0.10	4,708	0.07	0.03
Total Buick	506,787	7.17	458,768	6.65	0.53
Cimmaron	0	0.00	6,454	0.09	–0.09
Eldorado	30,925	0.44	33,210	0.48	–0.04
Seville	22,909	0.32	22,968	0.33	–0.01
Brougham (rwd)	40,260	0.57	53,130	0.77	–0.20
Deville (fwd)	178,938	2.53	152,513	2.21	0.32
Allante	3,298	0.05	2,569	0.04	0.01
Total Cadillac	276.330	3.91	270,844	3.92	–0.01
Cavalier	376,626	5.33	322,939	4.68	0.65
Camaro	110,739	1.57	96,275	1.39	0.17
Celebrity	153,268	2.17	197,289	2.86	–0.69
Corsica/Beretta	411,409	5.82	377,764	5.47	0.35
Monte Carlo	0	0.00	30,174	0.44	–0.44
Caprice	197,044	2.79	189,086	2.74	0.05
Corvette	26,412	0.37	22,789	0.33	0.04
Total Chevrolet	1,275,498	18.05	1,236,316	17.91	0.14
Calais	109,891	1.55	110,276	1.60	–0.04
Firenza	0	0.00	12,260	0.18	–0.18
Cutlass Ciera	79,953	1.13	21,620	0.31	0.82
Cutlass Supreme	100,026	1.42	94,723	1.37	0.04
Cutlass Supreme Classic	0	0.00	27,678	0.40	–0.40
Toronado	9,877	0.14	16,496	0.24	–0.10
88 (fwd)	152,039	2.15	160,913	2.33	–0.18
88 (rwd)	8,929	0.13	11,114	0.16	–0.03
Olds 98	73,103	1.03	79,935	1.16	–0.12
Total Oldsmobile	533,818	7.55	535,015	7.75	–0.20
Sunbird	139,644	1.96	93,694	1.36	0.62
Grand Am	246,418	3.49	235,371	3.41	0.08
Firebird	64,406	0.91	62,467	0.90	0.01
Grand Prix	136,747	1.93	86,357	1.25	0.68
Pontiac 6000	100,586	1.42	61,446	0.89	0.53
Bonneville	108,653	1.54	108,580	1.57	–0.04
Safari/Paris	5,146	0.07	6,397	0.09	–0.02
Fiero	0	0.00	26,402	0.38	–0.38
Total Pontiac	801,600	11.34	680,714	9.86	1.43
GENERAL MOTORS	**3,394,033**	**48.02**	**3,181,657**	**46.09**	**1.93**
Civic	116,113	1.64	97,859	1.42	0.23
Accord	231,319	3.27	260,415	3.77	–0.50
HONDA	**347,432**	**4.92**	**358,274**	**5.19**	**–0.27**
MAZDA	**228,756**	**3.24**	**105,616**	**1.53**	**1.71**
NISSAN	**116,644**	**1.65**	**91,281**	**1.32**	**0.33**
Corolla	69,950	0.99	40,918	0.59	0.40
Nova	83,130	1.18	71,116	1.03	0.15
NUMMI	**153,080**	**2.17**	**112,034**	**1.62**	**0.54**
TOYOTA	**108,185**	**1.53**	**0**	**0.00**	**1.53**
Golf/GTI	0	0.00	25,697	0.37	–0.37
Jetta	0	0.00	13,950	0.20	–0.20
VOLKSWAGEN	**0**	**0.00**	**39,647**	**0.57**	**–0.57**
Total Cars, U.S.	**7,067,627**	**100.00**	**6,903,518**	**100.00**	

Percentage rounded

Compiled by Automotive News

Model year car output

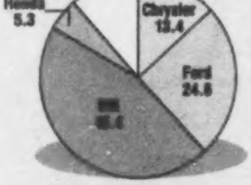
Percentage of 1989 output



*Other :
Mazda 3.2
Nissan 2.2
Diamond Star 0.0
Nummi 1.7
Toyota 1.5
Subaru - Isuzu 0.0

Calender year car output

Percentage of 1989 output



Other:
Mazda 3.2
Nissan 1.7
Diamond Star 1.3
Nummi 2.8
Toyota 2.2
Subaru - Isuzu 0.10

U.S. car output by model year

1989	7,067,627
1988	6,903,518
1987	7,375,359
1986	7,890,392
1985	7,975,390
1984	8,102,269
1983	5,768,893
1982	5,447,135
1981	6,639,954
1980	7,085,480
1979	9,526,024
1978	8,995,418
1977	9,159,100
1976	8,114,376
1975	6,523,880
1974	8,125,488
1973	9,915,802
1972	8,589,049
1971	7,221,290
1970	7,595,411
1969	8,440,765
1968	8,402,870
1967	7,666,898
1966	8,606,166
1965	7,882,679

U.S. car output by calendar year

1989	6,829,976
1988	7,129,420
1987	7,094,992
1986	7,829,697
1985	8,186,040
1984	7,777,721
1983	7,112,352
1982	4,973,870
1981	6,280,045
1980	6,416,885
1979	8,418,369
1978	9,153,299
1977	9,293,674
1976	8,537,759
1975	6,740,584
1974	7,309,763
1973	9,667,118
1972	8,827,706
1971	8,557,878
1970	6,550,077
1969	8,224,267
1968	8,848,507
1967	7,412,610
1966	8,604,726
1965	9,335,208

U.S. car ouput by calendar year — 1989

	1989 Calendar Year	Pct. of Output	1988 Calendar Year	Pct. of Output	Pct. Pt. Change '89 vs. '88
Horizon	32,937	0.48	78,794	1.11	–0.62
Sundance	100,618	1.47	104,310	1.46	0.01
Reliant	0	0.00	100,462	1.41	–1.41
Acclaim	125,292	1.83	7,241	0.10	1.73
Caravelle	0	0.00	9,834	0.14	–0.14
Gran Fury	0	0.00	13,059	0.18	–0.18
Total Plymouth	258,847	3.79	313,700	4.40	–0.61
LeBaron K	0	0.00	7,912	0.11	–0.11
LeBaron J	93,670	1.37	90,449	1.27	0.10
LeBaron GTS	2,946	0.04	9,539	0.13	–0.09
N. Yorker C-Class	74,675	1.09	106,832	1.50	–0.41
Fifth Avenue	26,883	0.39	33,280	0.47	–0.07
Imperial	5,740	0.08	0	0.00	0.08
Total Chrysler	203,914	2.99	248,012	3.48	–0.49
Omni	34,621	0.51	77,332	1.08	–0.58
Daytona	72,452	1.06	79,657	1.12	–0.06
Shadow	104,145	1.52	103,190	1.45	0.08
Aries	0	0.00	91,998	1.29	–1.29
Dodge 600	0	0.00	8,549	0.12	–0.12
Dynasty	132,636	1.94	114,156	1.60	0.34
Lancer	1,528	0.02	9,365	0.13	–0.11
Spirit	108,048	1.58	8,090	0.11	1.47
Diplomat	0	0.00	18,796	0.26	–0.26
Total Dodge	453,430	6.64	511,133	7.17	–0.53
CHRYSLER MOTORS	**916,191**	**13.41**	**1,072,845**	**15.05**	**–1.63**
Escort	347,290	5.08	414,813	5.82	–0.73
Mustang	172,698	2.53	200,089	2.81	–0.28
Tempo	146,998	2.15	183,259	2.57	–0.42
Taurus	362,181	5.30	395,962	5.55	–0.25
Thunderbird	137,395	2.01	111,760	1.57	0.44
Total Ford Div.	1,166,562	17.08	1,305,883	18.32	–1.24
Topaz	66,587	0.97	70,543	0.99	–0.01
Cougar	114,300	1.67	87,914	1.23	0.44
Sable	116,886	1.71	135,232	1.90	–0.19
Total Mercury	297,773	4.36	293,689	4.12	0.24
Continental	64,462	0.94	55,387	0.78	0.17
Mark VII	21,592	0.32	123,091	1.73	–1.41
Lincoln	127,679	1.87	28,752	0.40	1.47
Total Lincoln	213,733	3.13	207,230	2.91	0.22
Total L-M Division	511,506	7.49	500,919	7.03	0.46
FORD MOTOR CO.	**1,678,068**	**24.57**	**1,806,802**	**25.34**	**–0.77**
Skyhawk	6,913	0.10	28,030	0.39	–0.29
Skylark/Somerset	68,464	1.00	55,339	0.78	0.23
Century	122,766	1.80	141,657	1.99	–0.19
Riviera	20,626	0.30	13,499	0.19	0.11
Electra	80,049	1.17	92,099	1.29	–0.12
LeSabre (fwd)	155,717	2.28	135,361	1.90	0.38
LeSabre (rwd)	9,141	0.13	10,534	0.15	–0.01
Reatta	6,378	0.09	8,245	0.12	–0.02
Total Buick	470,054	6.88	484,764	6.80	0.08
Cimmaron	0	0.00	3,697	0.05	–0.05
Eldorado	29,161	0.43	35,385	0.50	–0.07
Seville	24,319	0.36	23,514	0.33	0.03
Brougham (rwd)	56,367	0.83	35,944	0.50	0.32
Deville (fwd)	180,510	2.64	164,170	2.30	0.34
Allante	3,232	0.05	2,320	0.03	0.01
Total Cadillac	293,589	4.30	265,030	3.72	0.58
Cavalier	355,075	5.20	357,807	5.02	0.18
Camaro	100,684	1.47	99,821	1.40	0.07
Celebrity	70,365	1.03	189,911	2.66	–1.63
Corsica/Beretta	370,741	5.43	434,312	6.09	–0.66
Caprice	162,751	2.38	203,496	2.85	–0.47
Corvette	25,279	0.37	22,874	0.32	0.05
Total Chevrolet	1,084,895	15.88	1,308,221	18.35	–2.47
Calais	87,747	1.28	119,690	1.68	–0.39
Firenza	0	0.00	5,230	0.07	–0.07
Cutlass Ciera	87,908	1.29	38,053	0.53	0.75
Cutlass Supreme	115,084	1.68	140,513	1.97	–0.29
Toronado	10,334	0.15	15,308	0.21	–0.06
88 (fwd)	140,877	2.06	157,377	2.21	–0.14
88 (rwd)	7,534	0.11	10,408	0.15	–0.04
Olds 98	71,497	1.05	76,341	1.07	–0.02
Total Oldsmobile	520,981	7.63	562,920	7.90	–0.27
Sunbird	151,178	2.21	113,736	1.60	0.62
Grand Am	226,882	3.32	242,121	3.40	–0.07
Firebird	56,441	0.83	66,452	0.93	–0.11
Grand Prix	125,191	1.83	147,169	2.06	–0.23
Pontiac 6000	78,910	1.16	94,665	1.33	–0.17
Bonneville	90,885	1.33	121,908	1.71	–0.38
Safari/Paris	2,691	0.04	6,996	0.10	–0.06
Fiero	0	0.00	13,296	0.19	–0.19
Total Pontiac	732,178	10.72	806,343	11.31	–0.59
GENERAL MOTORS	**3,101,697**	**45.41**	**3,427,278**	**48.07**	**–2.66**
Eclipse	40,898	0.60	0	0.00	0.60
Laser	36,914	0.54	0	0.00	0.54
Talon	12,915	0.19	0	0.00	0.19
Mirage	14	0.00	0	0.00	0.00
DIAMOND-STAR	**90,741**	**1.33**	**0**	**0.00**	**1.33**
Civic	129,309	1.89	110,185	1.55	0.35
Accord	232,965	3.41	256,170	3.59	–0.18
HONDA	**362,274**	**5.30**	**366,355**	**5.14**	**0.17**
MX6	32,481	0.48	81,644	1.15	–0.67
626	54,129	0.79	0	0.00	0.79
Probe	129,891	1.90	81,645	1.15	0.76
MAZDA	**216,501**	**3.17**	**163,289**	**2.29**	**0.88**
NISSAN	**115,584**	**1.69**	**109,897**	**1.54**	**0.15**
Corolla	80,129	1.17	55,485	0.78	0.39
Nova	112,342	1.64	72,945	1.02	0.62
NUMMI	**192,471**	**2.82**	**128,430**	**1.80**	**1.02**
SUBARU-ISUZU	**5,361**	**0.08**	**0**	**0.00**	**0.08**
TOYOTA	**151,088**	**2.21**	**18,527**	**0.26**	**1.95**
Golf/GTI	0	0.00	29,862	0.42	–0.42
Jetta	0	0.00	6,135	0.09	–0.09
VOLKSWAGEN	**0**	**0.00**	**35,997**	**0.50**	**–0.50**
Total Cars U.S.	**6,829,976**	**100.00**	**7,129,420**	**100.00**	

Percentage rounded

Compiled by Automotive News

PRODUCTION

U.S. model year output

By size classification

Subcompacts

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	363,122	Escort	422,035	1
2	116,844	Sentra	91,281	3
3	116,113	Civic	97,859	2
4	108,165	Camry	0	—
5	83,130	Prizm/Nova	71,116	4
6	69,950	Corolla	40,918	7
7	46,239	Omni	64,740	6
8	45,341	Horizon	66,997	5
—	0	Golf/GTI	25,697	8
	948,724	Total	880,643	

Compacts

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	376,626	Cavalier	322,939	1
2	246,418	Grand Am	235,371	3
3	231,319	Accord	260,415	2
4	228,756	Probe/MX—6	105,616	9
5	[illegible]	Mustang	211,225	4
6	[illegible]	Tempo	163,409	5
7	139,644	Sunbird	93,694	12
8	109,891	Calais	110,276	8
9	104,150	Sundance	97,488	11
10	99,743	Shadow	102,619	10
11	80,878	Daytona	74,852	13
12	66,930	Topaz	58,412	14
13	61,540	Skylark/Somerset	54,792	15
14	36,932	Aries	123,533	7
15	36,012	Reliant	138,091	6
16	23,359	Skyhawk	29,134	16
—	0	Dodge 600	21,221	18
—	0	Cimmaron	6,454	21
—	0	Firenza	12,260	20
—	0	LeBaron K	29,091	17
—	0	Jetta	13,950	19
	2,288,881	Total	2,284,842	

Intermediates

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	411,409	Corsica/Beretta	377,784	2
2	395,261	Taurus	387,577	1
3	153,268	Celebrity	197,289	3
4	152,809	Century	113,258	8
5	137,718	Dynasty	68,143	13
6	136,747	Grand Prix	86,357	11
7	130,657	Sable	121,285	5
8	114,868	Thunderbird	147,243	4
9	110,739	Camaro	96,275	8
10	100,586	Pontiac 6000	61,446	15
11	100,461	New Yorker C	82,616	12
12	100,026	Cutlass Supreme	94,723	9
13	99,633	LeBaron J	88,540	10
14	97,312	Cougar	119,162	6
15	79,953	Cutlass Ciera	21,620	23
16	77,752	Acclaim	0	—
17	68,181	Spirit	0	—
18	64,406	Firebird	62,467	14
19	57,775	Continental	41,287	16
20	30,925	Eldorado	33,210	18
21	29,658	Mark VII	38,259	17
22	22,909	Seville	22,968	21
23	21,189	Riviera	8,625	29
24	9,877	Toronado	16,496	25
25	6,549	LeBaron GTS	19,406	24
26	5,019	Lancer	13,829	26
27	202	Caravelle	22,060	22
—	0	Cutlass Supreme Classic	27,678	20
—	0	Monte Carlo	30,174	19
—	0	New Yorker E	[illegible]	28
—	0	Regal	10,635	27
	2,716,888	Total	2,418,997	

Standards

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	197,044	Caprice	189,086	2
2	178,938	Deville (fwd)	152,513	4
3	152,039	88 (fwd)	160,913	3
4	149,572	LeSabre (fwd)	136,044	5
5	128,533	Lincoln	201,113	1
6	108,653	Bonneville	108,580	6
7	83,566	Electra	91,913	7
8	73,103	Olds 98	79,835	8
9	40,260	Brougham (rwd)	53,130	9
10	17,454	Fifth Avenue	49,029	10
11	8,929	88 (rwd)	11,114	13
12	7,743	LeSabre (rwd)	9,059	14
13	6,429	Diplomat	22,706	11
14	5,146	Safari/Paris	8,397	15
15	4,885	Gran Fury	11,431	12
	1,152,384	Total	[illegible]	

Specialty

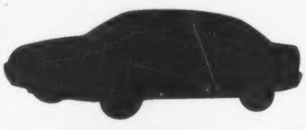
1989 Position	1989 Total	Make	1988 Total	1988 Position
1	[illegible]	Corvette	[illegible]	[illegible]
2	7,028	Reatta	[illegible]	[illegible]
3	3,296	Allante	2,[illegible]	[illegible]
—	0	Fiero	[illegible]	1
	38,736	Total	[illegible]	
	[illegible]	[illegible]	[illegible]	

Subcompacts rise 1.37%

1989 CALENDAR

SUBCOMPACT 14.69%

COMPACT 30.75%



INTERMEDIATE 37.68%

STANDARD 16.37%

SPECIALTY 0.51%

TOTAL 100%

1988 CALENDAR

SUBCOMPACT 13.32%

COMPACT 29.47%

INTERMEDIATE 41.00%

STANDARD 16.37%

SPECIALTY 0.51%

TOTAL 100%

U.S. calendar year output

By size classification

Subcompacts

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	347,290	Escort	414,813	1
2	151,083	Camry	18,527	9
3	129,308	Civic	110,185	2
4	115,584	Sentra	109,887	3
5	112,342	Prizm/Nova	72,945	6
6	80,129	Corolla	55,485	7
7	34,621	Omni	77,332	5
8	32,937	Horizon	78,794	4
—	0	Golf/GTI	29,862	8
	1,003,389	Total	967,848	

Compacts

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	355,075	Cavalier	357,807	1
2	232,965	Accord	256,170	2
3	226,882	Grand Am	242,121	3
4	172,698	Mustang	200,089	4
5	151,178	Sunbird	113,736	8
6	146,998	Tempo	183,259	5
7	129,891	Probe	130,631	6
8	104,145	Shadow	103,190	10
9	100,618	Sundance	104,310	9
10	87,747	Calais	119,680	7
11	72,452	Daytona	79,657	12
12	68,464	Skylark/Somerset	55,339	15
13	66,587	Topaz	70,543	14
14	54,129	626	0	—
15	40,898	Eclipse	0	—
16	36,914	Laser	0	—
17	32,481	MX6	32,669	16
18	12,915	Talon	0	—
19	6,913	Skyhawk	20,030	17
20	14	Mirage	0	—
—	0	Cimarron	3,697	22
—	0	Aries	[illegible]	13
—	0	Firenza	5,230	21
—	0	LeBaron K	[illegible]	19
—	0	Jetta	[illegible]	20
—	0	Reliant	[illegible]	11
—	0	Dodge 600	8,549	18
	[illegible]	Total	2,301,213	

Intermediates

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	370,741	Corsica/Beretta	434,312	1
2	362,101	Taurus	395,962	2
3	137,398	Thunderbird	111,760	10
4	132,636	Dynasty	114,156	9
5	125,292	Acclaim	7,241	[illegible]
6	[illegible]	Grand Prix	147,169	4
7	[illegible]	Century	141,652	5
8	116,816	Sable	135,232	7
9	115,064	Cutlass Supreme	140,513	6
10	114,303	Cougar	87,914	15
11	108,048	Spirit	8,990	27
12	100,584	Camaro	99,921	12
13	93,670	LeBaron J	90,449	14
14	87,906	Cutlass Ciera	38,083	18
15	78,810	Pontiac 6000	94,665	13
16	74,675	New Yorker C	106,832	11
17	70,565	Celebrity	189,911	3
18	64,482	Continental	55,387	17
19	56,441	Firebird	66,452	16
20	29,181	Eldorado	35,585	19
21	24,319	Seville	23,514	20
22	21,092	Mark VII	[illegible]	8
23	20,026	Riviera	13,490	23
24	10,534	Toronado	15,508	22
25	5,361	Legacy	0	—
26	2,940	LeBaron GTS	9,635	25
27	1,522	Lancer	[illegible]	26
—	0	Caravelle	9,834	24
	2,873,582	Total	2,788,111	

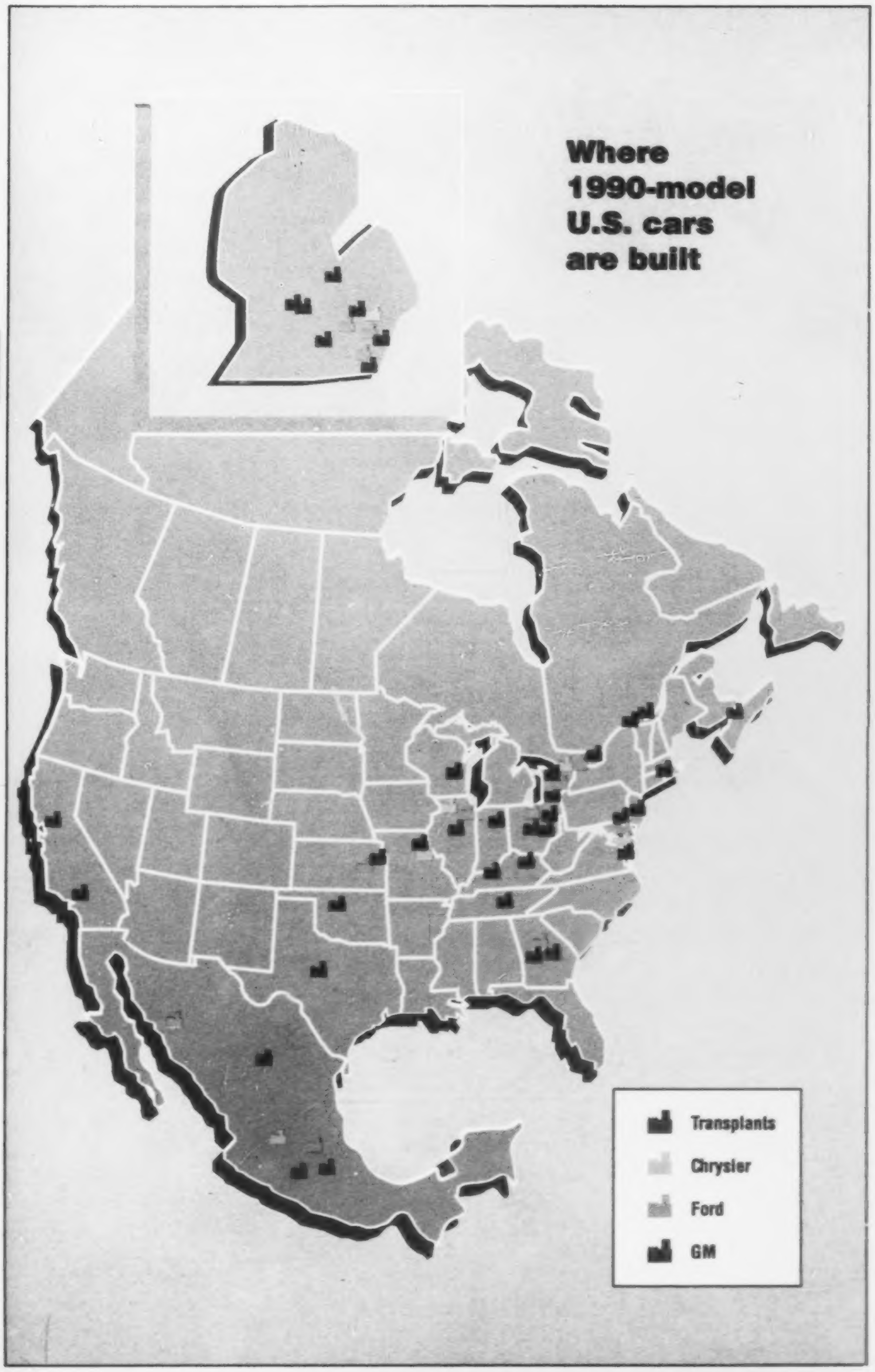
Standards

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	189,510	DeVille (fwd)	[illegible]	2
2	162,751	Caprice	[illegible]	1
3	155,717	LeSabre (fwd)	135,561	4
4	140,877	88 (fwd)	[illegible]	3
5	121,679	Lincoln	[illegible]	10
6	[illegible]	Bonneville	[illegible]	5
7	[illegible]	Electra	[illegible]	6
8	71,407	Olds 98	[illegible]	7
9	[illegible]	Brougham (rwd)	[illegible]	8
10	[illegible]	Fifth Avenue	[illegible]	9
11	9,141	LeSabre (rwd)	10,531	13
12	7,534	88 (rwd)	[illegible]	14
13	[illegible]	[illegible]	0	—
14	[illegible]	[illegible]	[illegible]	15
—	0	[illegible]	15,070	[illegible]
—	0	[illegible]	[illegible]	[illegible]
	[illegible]	Total	[illegible]	

Specialty

1989 Position	1989 Total	Make	1988 Total	1988 Position
1	[illegible]	[illegible]	[illegible]	[illegible]
2	[illegible]	[illegible]	[illegible]	[illegible]
3	[illegible]	[illegible]	[illegible]	[illegible]
—	0	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	
	[illegible]	[illegible]	[illegible]	

PRODUCTION



Midwest retains top share of U.S. car production

(Breakdown by states, 1989 vs. 1988)

	Total Output 1989	Pct. of Output 1989	Overall Pos. 1989	Total Output 1988	Pct. of Output 1988	Overall Pos. 1988
Michigan	2,028,180	29.67	1	2,547,840	37.41	1
Ohio	765,147	11.20	2	678,788	9.95	[illegible]
Missouri	672,130	9.84	3	590,707	8.69	[illegible]
Delaware	604,891	8.84	4	285,727	4.19	[illegible]
Illinois	572,523	8.38	5	468,159	7.16	[illegible]
Georgia	364,135	5.33	6	461,883	7.05	[illegible]
Wisconsin	361,986	5.30	7	439,307	6.43	[illegible]
California	349,596	5.12	8	294,712	4.31	[illegible]
Oklahoma	246,518	3.61	9	262,613	3.85	10
Texas	226,852	3.32	10	158,247	2.28	11
Kentucky	176,367	2.58	11	41,402	0.64	16
Kansas	125,191	1.83	12	147,211	2.16	13
Tennessee	115,584	1.69	13	109,867	1.57	14
New Jersey	105,092	1.54	14	324,380	4.82	[illegible]
Massachusetts	104,826	1.53	15	44,553	0.66	15
New York	8,598	0.13	16	157,590	2.31	17
Indiana	5,301	0.08	17	0	[illegible]	[illegible]
Pennsylvania	0	0.00	[illegible]	16,867	[illegible]	12
Totals	[illegible]	[illegible]		[illegible]	[illegible]	

1990-model car assembly plants in North America and Mexico

UNITED STATES

CHRYSLER MOTORS

Belvidere, Ill.	New Yorker, New Yorker Salon, New Yorker Landau, Dynasty, Imperial, Fifth Avenue
Jefferson (Detroit)	Closed February 1990
Newark, Del.	Dodge Spirit, Plymouth Acclaim, Chrysler LeBaron Sedan
St. Louis (No. 1)	LeBaron J, Daytona
Sterling Heights, Mich.	Sundance, Shadow

FORD MOTOR CO.

Atlanta	Taurus, Sable
Chicago	Taurus, Sable
Dearborn, Mich.	Mustang
Edison, N.J.	Escort
Kansas City, Mo.	Tempo, Topaz
Lorain, Ohio	Thunderbird, Cougar
Wayne, Mich.	Escort
Wixom, Mich.	Town Car, Mark VII, Continental

GENERAL MOTORS

Arlington, Texas	Cadillac Brougham, Caprice
Bowling Green, Ky.	Corvette
Detroit-Hamtramck, Mich.	Allante, Toronado, Riviera, Eldorado, Seville
Doraville, Ga.	Cutlass Supreme
Flint, Mich. (Buick City)	LeSabre (fwd), Olds 88 Royal
Framingham, Mass.	Closed July 28, 1989
Janesville, Wis.	Cavalier
Kansas City, Kansas	Grand Prix
Lake Orion, Mich.	DeVille, Olds 98
Lakewood, Ga.	LeSabre (rwd), Caprice (to be idled summer 1989)
Lansing, Mich. (A Plant)	Calais, Skylark
Lansing, Mich. (B Plant)	Grand Am
Lansing, Mich. (Reatta Craft Centre)	Reatta
Linden, N.J.	Corsica, Beretta
Lordstown, Ohio	Cavalier, Sunbird
Oklahoma City	Pontiac 6000, Century, Ciera
Van Nuys, Calif.	Camaro, Firebird
Wentzville, Mo.	Buick Park Avenue, Old 88 Royal, Bonneville
Willow Run, Mich.	Chevy, Olds and Buick full size (rwd) wagons
Wilmington, Del.	Corsica, Beretta

DIAMOND-STAR MOTORS

Normal, Ill.	Mitsubishi Eclipse, Plymouth Laser, Eagle Talon

HONDA OF AMERICA MFG. INC.

Marysville, Ohio	Accord, Civic
East Liberty, Ohio	Civic

MAZDA MOTOR MFG. (U.S.A.) CORP.

Flat Rock, Mich.	Ford Probe, Mazda MX-6 and 626

NEW UNITED MOTOR MFG. INC.

Fremont, Calif.	Geo Prizm, Toyota Corolla FX

NISSAN MOTOR MFG. CO. U.S.A.

Smyrna, Tenn.	Sentra

SUBARU-ISUZU AUTOMOTIVE INC.

Lafayette, Ind.	Subaru Legacy

TOYOTA MOTOR MFG. CO. U.S.A.

Georgetown, Ky.	Camry

CANADA

CHRYSLER MOTORS

Bramalea, Ontario	Premier, Monaco

FORD MOTOR CO.

Oakville, Ontario	Tempo, Topaz
St. Thomas, Ontario	Crown Victoria, Grand Marquis

GENERAL MOTORS

Oshawa, Ontario (No. 1)	Lumina
Oshawa, Ontario (No. 2)	Lumina, Regal
Ste. Therese, Quebec	Cutlass Ciera, Celebrity

HONDA OF CANADA MFG. INC.

Alliston, Ontario	Civic

HYUNDAI AUTO CANADA

Bromont, Quebec	Sonata

TOYOTA MOTOR MFG. CANADA INC.

Cambridge, Ontario	Corolla

VOLVO

Halifax, Nova Scotia	740 Series

MEXICO

CHRYSLER

Toluca	Lebaron A

FORD MOTOR CO.

Hermosillo	Mercury Tracer
Cuautitian	Topaz, Thunderbird, Taurus

GENERAL MOTORS

Ramos Arispe	Celebrity, Cutlass Ciera, Century

NISSAN

Cuernavaca	Sentra

VOLKSWAGEN

Puebla	Beetle, Golf, Jetta

PRODUCTION

Annual U.S. factory sales of special trucks — 15 years

4x4 trucks

	Domestic	Export	Total
1989	1,060,202	108,158	1,168,360
1988	1,043,689	104,575	1,148,264
1987	983,739	95,047	1,078,786
1986	900,643	81,821	982,464
1985	997,861	72,752	1,070,613
1984	911,518	57,945	969,463
1983	673,720	49,307	723,027
1982	344,302	29,079	373,381
1981	241,889	56,633	298,522
1980	241,528	55,290	296,818
1979	666,522	85,066	751,588
1978	893,662	79,361	973,023
1977	749,154	74,959	824,113
1976	615,652	58,680	674,332
1975	413,720	65,991	479,711

Multi-stop delivery trucks

	Domestic	Export	Total
1989	36,929	2,147	39,076
1988	55,892	2,040	57,932
1987	53,317	2,329	55,646
1986	44,090	2,059	46,149
1985	47,623	1,910	49,533
1984	61,524	1,460	62,984
1983	46,431	1,519	47,950
1982	31,793	1,040	32,833
1981	25,979	3,451	29,430
1980	23,148	3,466	26,614
1979	45,395	6,422	51,817
1978	112,730	7,142	119,872
1977	52,573	3,685	56,258
1976	49,473	4,664	54,137
1975	33,019	4,000	37,019

Trucks with diesel engines

	Domestic	Export	Total
1989	286,225	30,496	316,721
1988	290,316	—	290,316
1987	274,786	44,012	318,798
1986	261,072	37,613	298,685
1985	324,471	35,921	360,392
1984	333,122	27,664	360,786
1983	231,905	15,376	247,281
1982	219,748	16,853	236,601
1981	209,394	27,776	237,170
1980	214,562	29,584	244,146
1979	227,834	28,210	258,528
1978	219,915	23,933	243,848
1977	165,559	19,738	185,297
1976	107,216	21,860	129,076
1975	72,605	29,903	102,508

Trucks with 3 or more axles

	Domestic	Export	Total
1989	109,988	12,570	122,568
1988	117,126	14,760	131,886
1987	104,388	13,490	117,878
1986	87,810	10,954	98,764
1985	105,703	11,313	117,016
1984	113,512	10,170	123,682
1983	66,340	5,027	71,367
1982	59,170	7,176	66,346
1981	83,103	16,414	99,517
1980	86,572	17,747	104,319
1979	142,646	23,315	165,961
1978	134,296	16,668	150,964
1977	124,427	13,804	138,231
1976	80,533	16,064	96,597
1975	56,772	26,682	83,454

SOURCE: MVMA

Where 1990-model trucks are built

UNITED STATES

CHRYSLER MOTORS

Toledo, Ohio .... Cherokee, Comanche, Grand Wagoneer, Wagoneer
Warren, Mich. .... light-duty trucks, Dakota, standard and mid-size trucks
St. Louis (No. 2) ..... Caravan C/V, Caravan, Voyager minivans, Town & Country

FORD MOTOR CO.

Kansas City, Mo. .... F-Series light trucks
Kentucky Truck (Louisville) .... medium, heavy and extra-heavy trucks
Lorain, Ohio .... Econoline, Club Wagon
Louisville, Ky. .... Ranger, Bronco II
Michigan Truck (Wayne) .... Bronco, light trucks
Norfolk, Va. .... light trucks
St. Louis .... Aerostar minivans
St. Paul, Minn.(Twin Cities) .... light trucks, Ranger

FREIGHTLINER CORP.

Mount Holly, N.C. .... heavy trucks
Portland, Ore. .... heavy trucks

GENERAL MOTORS

Baltimore .... Chevrolet Astro, GMC Safari minivans
Detroit .... commercial, recreational, specialty vehicle chassis
Flint, Mich. .... Blazer, Jimmy, Suburban wagons
Janesville, Wis. .... Chevy and GMC medium duty trucks, Chevrolet Kodiak, GMC Topkick
Lordstown, Ohio .... Chevrolet, GMC vans
Moraine, Ohio .... Chevrolet S-10, GMC S-15 trucks
Pontiac, Mich. .... Chevrolet, GMC light trucks, Chevrolet S-10 Blazer and GMC S-15 Jimmies
Shreveport, La. .... Chevrolet S-10, GMC S-15 trucks, Blazer, Jimmy
Tarrytown, N.Y. .... 1990 APV's, Chevrolet Lumina, Oldsmobile Silhouette, Pontiac Trans Sport
Ft. Wayne, Ind. .... Chevrolet, GMC light trucks

KENWORTH TRUCK CO.

Chillicothe, Ohio .... heavy trucks
Seattle .... heavy trucks

MACK TRUCKS, INC.

Allentown, Pa. .... heavy trucks
Macungie, Pa .... heavy trucks
Winnsboro, S.C. .... heavy trucks

MERCEDES-BENZ TRUCK CO.

Hampton, Va. .... medium trucks

NAVISTAR

Springfield, Ohio .... medium and heavy trucks

NISSAN MOTOR MFG. CO.

Smyrna, Tenn. .... pickup trucks

NEW UNITED MOTOR MFG. INC.

Freemont, Calif. .... light trucks

PETERBILT MOTORS CO.

Denton, Texas .... heavy trucks
Nashville, Tenn. .... heavy trucks

SUBARU-ISUZU AUTOMOTIVE, INC

Lafayette, Ind. .... Isuzu pick-up

VOLVO GM HEAVY TRUCK CORP.

Dublin, Va. .... heavy trucks
Ogden, Utah .... heavy trucks
Pontiac, Mich. .... heavy trucks

CANADA

CAMI AUTOMOTIVE, INC

Ingersoll, Ont. .... Suzuki Sidekick, GM Tracker

CHRYSLER MOTORS

Brampton, Ontario .... Jeep Wrangler
Windsor, Ontario .... Caravan, Voyager minivans, Mini Ram Van
Pillette (Windsor) .... Ram Van, Ram Wagon

FORD MOTOR CO.

Ontario Truck (Oakville) .... F-Series light trucks

FREIGHTLINER OF CANADA LTD.

Burnaby, British Columbia .... heavy trucks

GENERAL MOTORS

Oshawa, Ontario .... Chevrolet, GMC pickups
Scarborough, Ontario .... full-size Chevrolet and GMC vans

NAVISTAR

Chatham, Ontario .... medium and heavy trucks

MACK TRUCKS INC.

Oakville, Ontario .... heavy trucks

MEXICO

CHRYSLER

Lago Alberto .... Dodge Ramcharger SU, Dodge Ram Club Cab 2x2 and 4x4 pickup trucks

FORD

Cuautitian .... light trucks

GENERAL MOTORS

Mexico City .... Chevrolet light trucks

NISSAN

Cuernavaca .... pickup trucks

1989 U.S. truck production by make and model

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
Caravan	9,608	9,726	9,244	28,578	9,974	10,005	10,106	30,085	3,442	7,470	9,694	20,606	10,525	9,365	7,558	27,448	106,717
Dakota	9,075	9,031	10,498	28,604	9,929	10,559	5,827	26,315	1,764	8,632	8,759	19,155	4,011	9,193	7,137	20,341	94,415
Caravan C/V	883	835	819	2,537	856	503	609	1,968	8	320	410	738	452	420	285	1,157	6,400
Ram Pickups	9,071	9,018	10,497	28,586	9,947	10,602	5,888	26,437	1,639	8,651	8,826	19,116	3,336	7,538	6,023	16,897	91,036
Dodge Total	**28,637**	**28,610**	**31,058**	**88,305**	**30,706**	**31,669**	**22,430**	**84,805**	**6,853**	**25,073**	**27,689**	**59,615**	**18,324**	**25,516**	**21,003**	**65,843**	**298,568**
Cherokee	17,639	19,209	20,481	57,329	21,654	22,186	21,158	64,998	8,470	18,977	16,799	44,246	14,114	13,480	13,049	40,643	207,216
Comanche	2,983	3,247	2,707	8,937	2,626	2,608	2,579	7,813	957	2,223	1,937	5,117	1,353	1,162	929	3,444	25,311
Grand Wagoneer	1,455	1,400	1,451	4,306	690	840	1,005	2,535	334	904	585	1,823	325	520	650	1,495	10,159
Wagoneer	868	824	888	2,580	890	510	443	1,843	171	369	545	1,085	617	601	272	1,390	6,898
Jeep Total	**22,945**	**24,680**	**25,527**	**73,152**	**25,860**	**26,144**	**25,185**	**77,189**	**9,932**	**22,473**	**19,866**	**52,271**	**16,409**	**15,663**	**14,900**	**45,972**	**249,584**
Voyager	[illegible]	9,131	8,749	27,573	9,267	[illegible]	[illegible]	[illegible]	[illegible]	6,773	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Town & Country	0	0	0	0	0	513	996	1,509	288	544	594	1,424	153	127	117	397	3,330
C-P Div. Total	**[illegible]**	**9,131**	**8,749**	**27,573**	**9,267**	**9,852**	**10,264**	**29,473**	**3,416**	**7,317**	**8,288**	**19,941**	**10,214**	**8,782**	**7,884**	**[illegible]**	**[illegible]**
CHRYSLER MOTORS	**61,276**	**62,421**	**65,334**	**189,030**	**65,833**	**67,765**	**57,880**	**191,467**	**20,201**	**54,863**	**55,763**	**131,827**	**44,947**	**49,961**	**42,987**	**[illegible]**	**[illegible]**
Aerostar	20,252	19,754	21,486	61,492	21,337	21,909	20,998	64,244	8,582	17,403	16,424	42,409	16,252	16,786	12,519	47,557	[illegible]
Bronco	8,288	7,758	7,975	24,021	6,079	6,706	6,272	19,057	3,079	6,375	3,522	12,976	4,913	4,845	4,344	14,102	[illegible]
Bronco II/Explorer	11,567	12,218	12,179	35,964	10,143	11,002	12,652	33,797	2,101	10,200	6,890	19,191	10,312	11,193	8,090	[illegible]	[illegible]
Econoline	21,535	20,864	21,616	64,015	20,583	22,873	21,643	65,099	8,926	19,206	12,080	40,212	17,245	11,969	9,008	38,222	[illegible]
Medium/Heavies	5,496	5,724	6,408	17,628	6,164	5,783	5,556	17,503	2,857	4,220	3,841	10,918	3,033	3,864	4,088	10,985	[illegible]
Light Trucks	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Ranger	30,151	32,435	31,921	94,507	28,875	27,502	32,720	89,097	5,434	26,720	21,433	53,587	27,995	24,022	18,252	70,269	307,460
Ford Div. Total	**159,832**	**157,892**	**164,716**	**482,440**	**155,582**	**164,097**	**166,574**	**486,253**	**56,619**	**142,397**	**112,700**	**311,716**	**142,451**	**126,067**	**102,846**	**371,364**	**1,651,773**
FORD MOTOR	**159,832**	**157,892**	**164,716**	**482,440**	**155,582**	**164,097**	**166,574**	**486,253**	**56,619**	**142,397**	**112,700**	**311,716**	**142,451**	**126,067**	**102,846**	**371,364**	**1,651,773**
Astro	14,554	14,570	15,706	44,830	13,823	15,007	13,185	42,015	12,001	12,574	12,658	37,233	15,926	12,898	8,846	37,670	161,748
Blazer	2,414	2,273	2,477	7,164	2,545	2,539	2,631	7,715	2,161	2,492	2,065	6,718	2,064	7,937	1,181	11,182	32,779
Lumina APV	0	0	0	0	0	0	0	0	0	0	0	0	4,944	6,819	4,641	16,404	16,404
Mediums/Heavies	1,312	0	0	1,312	0	0	0	0	1,133	1,611	830	3,574	1,189	1,881	1,036	4,106	8,992
P-Model	1,633	2,742	3,466	7,841	3,264	3,746	3,852	10,862	1,995	760	2,198	4,953	2,140	2,710	2,109	6,959	30,615
Pickups	37,032	37,264	36,215	110,511	27,808	35,093	34,366	97,267	32,366	36,569	30,286	99,221	36,436	32,194	26,673	95,303	402,302
S-10	25,454	25,738	25,021	76,213	19,779	21,701	22,728	64,208	20,782	19,282	16,552	56,616	10,444	19,369	15,580	45,393	242,430
S-10 Blazer	16,271	[illegible]	[illegible]	[illegible]	[illegible]	17,241	17,465	50,311	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sportsvan/Van	6,374	9,030	9,124	24,528	9,081	9,612	7,704	26,397	8,119	8,016	6,495	22,630	9,029	8,732	5,994	23,755	[illegible]
Suburban	6,683	6,505	6,819	20,007	6,838	7,147	7,431	21,416	6,253	6,750	5,421	18,424	3,669	3,767	3,321	10,757	[illegible]
Chevrolet Total	**111,727**	**113,755**	**117,285**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**82,484**	**[illegible]**	**[illegible]**
Jimmy	733	760	714	2,207	639	797	772	2,208	624	743	748	2,115	562	890	367	[illegible]	[illegible]
Mediums/Heavies	1,496	0	0	1,496	0	0	0	0	2,432	2,648	2,052	7,132	1,902	[illegible]	[illegible]	4,655	[illegible]
P-Model	222	586	264	1,072	352	510	500	1,362	483	82	203	768	324	298	445	1,066	[illegible]
Pickups	11,597	11,272	7,434	30,303	11,683	9,561	10,396	31,640	9,620	11,749	9,432	30,801	[illegible]	11,982	11,124	[illegible]	[illegible]
S-15	5,962	5,763	6,070	17,815	5,015	5,534	4,378	14,927	3,787	4,266	6,536	14,589	1,864	5,218	4,142	11,024	[illegible]
S-15 Jimmy	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Safari	3,627	3,805	3,602	11,034	4,011	4,033	3,496	11,540	3,044	3,333	4,283	10,660	4,183	5,395	3,538	13,116	46,350
Suburban	2,755	2,570	2,733	8,058	2,722	2,824	2,780	8,326	2,141	2,949	3,007	8,097	2,531	3,876	1,333	7,740	32,221
Vandura/Rally Vans	2,018	2,162	2,252	6,432	2,727	2,596	2,073	7,396	2,148	3,300	2,704	8,152	3,518	3,031	1,632	8,181	30,161
GMC Total	**32,816**	**31,535**	**28,435**	**92,786**	**31,612**	**30,777**	**29,014**	**91,403**	**21,444**	**33,388**	**33,112**	**94,944**	**29,298**	**37,627**	**26,296**	**93,221**	**372,354**
Olds Silhouette	0	0	0	0	0	0	0	0	0	0	0	0	990	1,387	1,353	3,730	3,730
Pontiac Trans Sport	0	0	0	0	0	0	0	0	0	0	0	0	1,974	2,466	2,680	7,120	7,120
GENERAL MOTORS	**144,543**	**145,290**	**145,640**	**435,473**	**130,344**	**142,863**	**138,394**	**411,601**	**129,202**	**135,984**	**121,335**	**386,521**	**125,741**	**143,905**	**112,823**	**382,469**	**1,616,064**
NAVISTAR	**6,832**	**7,326**	**8,133**	**22,291**	**7,172**	**8,282**	**7,197**	**22,651**	**3,806**	**6,223**	**5,791**	**15,820**	**5,954**	**7,114**	**6,117**	**19,185**	**79,947**
NISSAN	**11,809**	**11,008**	**12,212**	**35,029**	**9,330**	**9,957**	**10,978**	**30,265**	**5,404**	**10,983**	**9,578**	**25,965**	**10,229**	**12,164**	**9,405**	**31,798**	**123,057**
SUBARU-ISUZU	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**1,900**	**2,171**	**1,728**	**5,799**	**5,799**
AM GENERAL*	**1,890**	**1,800**	**1,980**	**5,670**	**1,800**	**2,016**	**1,944**	**5,760**	**1,800**	**2,070**	**1,890**	**5,760**	**1,980**	**1,980**	**1,440**	**5,400**	**22,590**
MISCELLANEOUS*	**9,660**	**9,200**	**13,540**	**32,400**	**12,000**	**13,500**	**13,000**	**38,500**	**11,300**	**13,800**	**12,600**	**37,700**	**13,200**	**13,200**	**9,600**	**36,000**	**144,600**
U.S. Truck Total	**386,841**	**394,937**	**411,555**	**1,202,333**	**382,861**	**408,480**	**385,956**	**1,186,487**	**228,332**	**366,320**	**320,657**	**915,309**	**346,482**	**357,562**	**286,886**	**990,930**	**4,294,959**

*Automotive News estimate.

PRODUCTION

Canadian car production by make - 1989

Company	January	February	March	First Quarter	April	May	June	Second Quarter	July	August	September	Third Quarter	October	November	December	Fourth Quarter	Grand Total
Monaco	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,184	1,184	1,184
Premier	4,391	5,129	3,060	12,580	2,295	3,749	3,746	9,790	209	3,387	1,789	5,385	1,559	2,040	1,366	4,965	32,720
CHRYSLER Total	**4,391**	**5,129**	**3,060**	**12,580**	**2,295**	**3,749**	**3,746**	**9,790**	**209**	**3,387**	**1,789**	**5,385**	**1,559**	**2,040**	**2,550**	**6,149**	**33,904**
Tempo	17,671	13,074	14,875	45,620	13,409	8,022	7,950	29,381	655	13,875	12,924	27,454	10,214	12,394	9,016	31,624	134,079
Topaz	5,223	6,708	6,343	18,274	5,718	3,451	3,384	12,553	253	5,969	5,529	11,751	4,362	5,274	4,302	13,938	56,516
Crown Victoria	11,972	10,067	12,778	34,817	10,335	12,669	10,992	33,996	2,547	9,037	8,423	20,007	10,591	11,162	7,327	29,080	117,900
Grand Marquis	11,783	11,989	12,558	36,330	12,564	12,466	10,724	35,754	2,542	9,315	9,661	21,518	11,794	11,988	9,690	33,472	127,074
FORD Total	**46,649**	**41,838**	**46,554**	**135,041**	**42,026**	**36,608**	**33,050**	**111,684**	**5,997**	**38,196**	**36,537**	**80,730**	**36,961**	**40,818**	**30,335**	**108,114**	**435,569**
Celebrity	860	789	845	2,494	1,396	3,637	4,152	9,185	3,519	44	1,342	4,905	3,347	5,149	1,619	10,115	26,699
Cutlass Ciera	16,418	15,327	15,840	47,585	14,799	12,397	10,629	37,825	9,363	150	2,299	11,812	6,124	9,480	9,309	24,913	122,135
Lumina	582	2,708	5,718	9,008	12,446	17,108	23,036	52,590	21,278	12,076	20,288	53,642	26,885	30,725	23,561	81,171	196,411
Regal	4,165	9,642	7,486	21,293	3,903	8,567	6,752	19,222	3,206	4,380	11,592	19,178	6,122	5,449	3,081	14,653	74,346
GM Total	**22,025**	**28,466**	**29,889**	**80,380**	**32,544**	**41,709**	**44,569**	**118,822**	**37,366**	**16,650**	**35,521**	**89,537**	**42,479**	**50,803**	**37,570**	**130,852**	**419,591**
HONDA	**6,442**	**7,169**	**7,493**	**21,104**	**6,592**	**7,251**	**7,498**	**21,341**	**5,175**	**7,534**	**7,108**	**19,817**	**7,954**	**9,556**	**6,581**	**24,091**	**86,353**
HYUNDAI*	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**1,290**	**1,320**	**960**	**3,570**	**3,570**
TOYOTA	**0**	**678**	**924**	**1,602**	**1,083**	**1,690**	**1,915**	**4,688**	**1,891**	**1,478**	**1,710**	**5,079**	**2,273**	**3,369**	**2,937**	**8,579**	**19,948**
VOLVO	**756**	**684**	**792**	**2,232**	**720**	**792**	**791**	**2,303**	**684**	**324**	**643**	**1,651**	**756**	**756**	**576**	**2,088**	**8,274**
GRAND TOTAL	**80,263**	**83,964**	**88,712**	**252,939**	**85,260**	**91,799**	**91,569**	**268,628**	**51,322**	**67,569**	**83,308**	**202,199**	**93,272**	**108,662**	**81,509**	**283,443**	**1,007,209**

*Automotive News estimate

Canadian car production by corporation — 20 years

	AMC	Bricklin	Chrysler	Ford	GM	Honda	Hyundai*	Renault	Toyota	Volvo	Total
1989	—	—	33,904	435,569	419,591	86,353	3,670	—	19,948	8,274	1,007,209
1988	—	—	59,068	501,813	408,901	49,968	—	—	—	6,573	1,026,323
1987	—	—	12,553	433,976	339,226	15,685	—	—	—	8,523	809,943
1986	4,432	—	—	517,418	540,526	526	—	—	—	10,390	1,073,312
1985	11,311	—	—	495,955	573,687	—	—	—	—	10,030	1,090,983
1984	22,992	—	—	463,296	565,457	—	—	—	—	10,438	1,062,183
1983	29,551	—	104,365	272,642	551,826	—	—	—	—	10,390	968,774
1982	30,344	—	149,442	283,001	332,038	—	—	—	—	6,860	801,685
1981	34,535	—	69,149	191,926	437,622	—	—	—	—	10,338	743,570
1980	3,077	—	71,530	249,876	512,330	—	—	—	—	9,964	846,770
1979	—	—	134,086	284,610	517,471	—	—	—	—	8,766	944,933
1978	26,283	—	160,085	372,296	564,187	—	—	—	—	8,199	1,131,050
1977	41,708	—	219,747	341,329	198,456	—	—	—	—	4,506	805,746
1976	42,269	—	245,332	371,305	475,090	—	—	—	—	9,486	1,143,482
1975	48,373	2,085	261,275	324,783	406,323	—	—	—	—	13,763	1,056,602
1974	58,002	—	225,478	387,880	461,596	—	—	—	—	13,081	1,143,037
1973	74,290	—	260,722	445,299	443,806	—	—	—	—	10,446	1,234,566
1972	58,920	—	265,773	456,872	364,167	—	—	7,858	—	9,448	1,154,938
1971	42,908	—	232,749	392,439	408,186	—	—	11,830	—	6,290	1,094,486
1970	47,796	—	239,032	396,243	222,676	—	—	9,501	—	8,290	923,538

*—Automotive News estimate

Canadian car output since 1962

1989	1,007,209
1988	1,026,323
1987	809,943
1986	1,073,312
1985	1,090,983
1984	1,062,183
1983	968,774
1982	801,685
1981	642,587
1980	846,777
1979	944,933
1978	1,131,050
1977	1,129,575
1976	1,143,842
1975	1,056,602
1974	1,143,037
1973	1,234,566
1972	1,154,938
1971	1,094,486
1970	923,538
1969	1,035,354
1968	891,849
1967	714,084
1966	696,100
1965	709,568
1964	559,392
1963	532,915
1962	428,189

1989 Canadian truck production by make and model

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
Caravan	13,863	12,628	13,254	39,745	13,136	13,250	12,659	39,045	4,086	12,435	13,734	30,255	13,288	14,007	5,795	33,090	142,135
Caravan C/V	857	825	860	2,542	1,287	1,426	1,655	4,368	150	770	627	1,547	406	416	144	966	9,423
Ram Wagon	2,866	2,735	2,254	7,855	2,012	2,997	2,306	7,315	428	2,286	2,113	4,827	1,819	1,803	1,677	5,299	25,296
Ram Van	7,386	7,001	5,921	20,308	5,198	7,486	5,876	18,560	857	6,261	7,553	14,671	7,269	5,443	5,177	17,889	71,428
Dodge Total	**24,972**	**23,189**	**22,289**	**70,450**	**21,633**	**25,159**	**22,496**	**69,288**	**5,521**	**21,752**	**24,027**	**51,300**	**22,782**	**21,669**	**12,793**	**57,244**	**248,282**
Voyager	11,137	11,587	11,960	34,684	11,596	11,289	12,384	35,269	3,700	10,198	10,503	24,391	10,920	10,465	3,843	25,228	119,572
Plymouth Total	**11,137**	**11,587**	**11,960**	**34,684**	**11,596**	**11,289**	**12,384**	**35,269**	**3,700**	**10,198**	**10,503**	**24,391**	**10,920**	**10,465**	**3,843**	**25,228**	**119,572**
Wrangler	5,110	7,236	8,073	20,419	7,416	7,878	7,950	23,244	3,243	8,258	7,109	18,610	1,240	2,990	3,062	7,292	69,565
Jeep Total	**5,110**	**7,236**	**8,073**	**20,419**	**7,416**	**7,878**	**7,950**	**23,244**	**3,243**	**8,258**	**7,109**	**18,610**	**1,240**	**2,990**	**3,062**	**7,292**	**69,565**
CHRYSLER MOTORS	**41,219**	**42,012**	**42,322**	**125,553**	**40,645**	**44,326**	**42,830**	**127,801**	**12,464**	**40,198**	**41,639**	**94,301**	**34,942**	**35,124**	**19,698**	**89,764**	**437,419**
F-Series	14,611	13,903	15,676	44,190	14,351	15,520	15,402	45,273	3,593	13,098	11,599	28,290	14,107	13,407	10,198	37,712	155,465
FORD MOTOR (lt. trks.)	**14,611**	**13,903**	**15,676**	**44,190**	**14,351**	**15,520**	**15,402**	**45,273**	**3,593**	**13,098**	**11,599**	**28,290**	**14,107**	**13,407**	**10,198**	**37,712**	**155,465**
Light Trucks	14,155	14,460	14,639	43,254	9,990	14,383	15,795	40,168	14,125	9,098	13,871	37,094	15,661	15,611	13,313	44,585	165,101
Vans	6,135	5,728	5,888	17,751	5,769	5,676	5,470	16,915	2,159	2,260	5,162	9,581	6,125	6,989	4,276	17,390	61,637
Chevrolet Total	**20,290**	**20,188**	**20,527**	**61,005**	**15,759**	**20,059**	**21,265**	**57,083**	**16,284**	**11,358**	**19,033**	**46,675**	**21,786**	**22,600**	**17,589**	**61,975**	**226,738**
Light Trucks	6,419	6,987	4,501	17,907	7,977	6,704	5,586	20,267	4,226	4,425	6,858	15,509	6,204	5,884	5,170	17,258	70,941
Vans	2,585	2,871	3,164	8,620	2,711	2,875	2,735	8,321	1,052	945	1,931	3,928	2,166	1,623	2,441	6,230	27,099
GMC Total	**9,004**	**9,858**	**7,665**	**26,527**	**10,688**	**9,579**	**8,321**	**28,588**	**5,278**	**5,370**	**8,789**	**19,437**	**8,370**	**7,507**	**7,611**	**23,488**	**98,040**
GENERAL MOTORS	29,294	30,046	28,192	87,532	26,447	29,638	29,586	85,671	21,562	16,728	27,822	66,112	30,156	30,107	25,200	85,463	324,778
NAVISTAR	**1,151**	**812**	**1,185**	**3,148**	**1,079**	**1,176**	**1,180**	**3,435**	**592**	**606**	**821**	**2,019**	**766**	**750**	**823**	**2,348**	**10,950**
Total Trucks	**86,275**	**86,773**	**87,375**	**260,423**	**82,522**	**90,660**	**88,998**	**262,180**	**38,211**	**70,630**	**81,881**	**190,722**	**79,971**	**79,387**	**55,919**	**215,287**	**928,612**

SALES/REGISTRATIONS

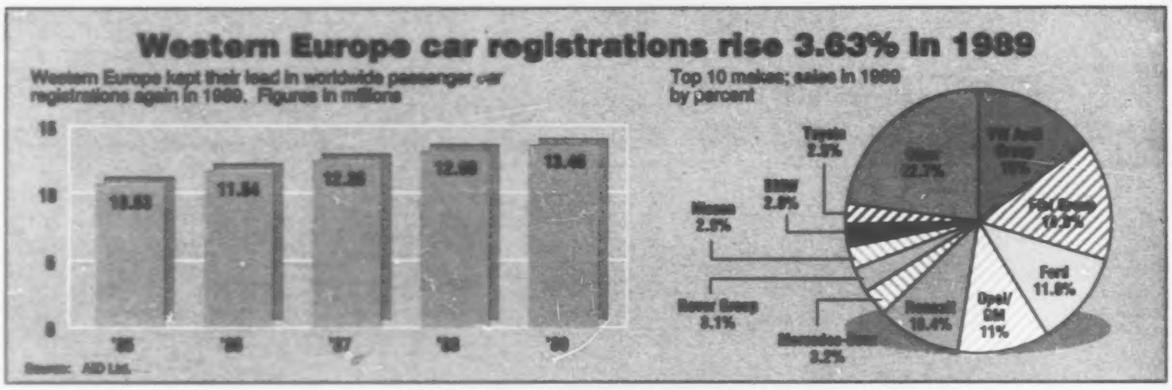
Calendar 1989 was a year of incentive wars, a year of accelerated Japanese car sales in the United States — Honda Accord was the No. 1 seller — and a year when light trucks, particularly minivans, stole market share from automobiles.

Although total U.S. truck sales again passed the five-million mark, light-truck sales slipped to 4,680,335 from the previous year's record 4,872,896.

Car sales slumped even worse. Including Japanese transplants, U.S. automakers sold 7,075,042 cars in 1989, down from 7,526,334 in 1988. Import cars fell to 2,792,372 from 3,064,773 in 1988.

In North America, the United States and Canada compiled combined new-car registrations of 10,827,148 in 1989 — 695,910 or 6.04 percent below 1988's 11,523,058.

In Western Europe, records were broken as new-car registrations soared beyond 13 million units.



Western Europe car registrations rise 3.63% in 1989

Western Europe kept their lead in worldwide passenger car registrations again in 1989. Figures in millions

Top 10 makes; sales in 1989 by percent

Source: AID Ltd.

Western Europe passenger car registrations by country

Country	1989	% Share	1988	% Share	% Change
Austria	276,065	2.1	253,072	1.9	9.1
Belgium	439,756	3.3	427,172	3.3	2.9
Denmark	78,435	0.6	88,603	0.7	−11.5
Ireland	75,520	0.6	60,788	0.5	24.2
Finland	176,771	1.3	173,519	1.3	1.9
France	2,274,307	16.9	2,217,149	17.0	2.6
Germany	2,831,740	21.0	2,807,939	21.6	0.8
Greece	85,645	0.6	57,666	0.4	48.5
Italy	2,362,355	17.5	2,184,324	16.8	8.2
Luxembourg	30,475	0.2	30,722	0.2	−0.8
Netherlands	495,653	3.7	482,617	3.7	2.7
Norway	54,892	0.4	67,822	0.5	−19.1
Portugal	192,420	1.4	227,064	1.7	−15.3
Sweden	307,104	2.3	343,963	2.6	−10.7
Switzerland	335,094	2.5	319,406	2.5	4.9
Spain	1,146,035	8.5	1,046,466	8.0	9.5
United Kingdom	2,300,944	17.1	2,215,574	17.0	3.9
Total	**13,463,211**	**100.0**	**13,003,866**	**100.0**	**3.5**

SOURCE: AID Ltd. Reuse or republication without permission is prohibited.

Western Europe new passenger car sales rank by manufacturer — 1989 vs. 1988

	Year 1989	% Share	Year 1988	% Share	% Change
VW-Audi Group	1,715,204	12.7	1,664,201	12.8	3.1
Seat (VAG)	303,838	2.3	273,182	2.1	11.2
Fiat Lancia	1,759,645	13.1	1,714,622	13.2	2.6
Alfa Romeo (Fiat)	230,790	1.7	214,638	1.7	7.5
PSA	1,701,533	12.6	1,677,713	12.9	1.4
Ford	1,563,542	11.6	1,465,121	11.3	6.7
GM	1,477,441	11.0	1,358,617	10.4	8.7
Renault	1,398,491	10.4	1,313,474	10.1	6.5
Mercedes	433,333	3.2	441,823	3.4	−1.9
Nissan	387,222	2.9	379,806	2.9	2.0
Rover Group	411,693	3.1	446,268	3.4	−7.7
BMW	381,656	2.8	354,446	2.7	7.7
Toyota	343,076	2.5	352,646	2.7	−2.7
Volvo	265,753	2.0	267,332	2.1	−0.6
Mazda	237,699	1.8	248,501	1.9	−4.3
Mitsubishi	163,148	1.2	157,973	1.2	3.3
Honda	136,533	1.0	139,211	1.1	−1.9
Lada	110,914	0.8	117,644	0.9	−3.7
Suzuki	85,534	0.6	87,273	0.7	−2.0
Saab	66,154	0.5	66,095	0.5	0.1
Subaru	50,869	0.4	50,938	0.4	−0.1
Daihatsu	41,374	0.3	35,457	0.3	16.7
Skoda	32,023	0.2	33,717	0.3	−5.0
Jaguar	22,088	0.2	21,856	0.2	1.1
Porsche	18,024	0.1	15,550	0.1	15.9
FSO	2,824	0.0	9,087	0.1	−68.9
Isuzu	9,861	0.1	14,781	0.1	−33.3
Others	112,949	0.8	81,892	0.6	37.9
Totals	**13,463,211**	**100.0**	**13,003,866**	**100.0**	**3.5**

SOURCE: AID Ltd. Reuse or republication is prohibited.

Japanese car registrations in Western Europe

Manufacturer	1989	% Share	1988	% Share	% Change
Nissan	387,222	26.6	379,806	25.9	2.0
Toyota	343,076	23.6	352,646	24.0	−2.7
Mazda	237,699	16.3	248,501	16.9	−4.3
Mitsubishi	163,148	11.2	157,975	10.8	3.3
Honda	136,533	9.4	139,211	9.5	−1.9
Suzuki	85,534	5.9	87,273	6.0	−2.0
Subaru	50,869	3.5	50,938	3.5	−0.1
Daihatsu	41,374	2.8	35,457	2.4	16.7
Isuzu	9,861	0.7	14,781	1.0	−33.3
Total Japanese	**1,455,316**	**100.00**	**1,466,588**	**100.00**	**−0.8**

SOURCE: AID Ltd. Reuse or republication is prohibited.

World's major vehicle exporters

Country	1989	1988	% change
Japan	5,883,905	6,104,151	3.61
Germany	2,897,705	2,676,891	8.25
Canada	2,329,559	NA	—
France	2,116,622	2,034,841	4.02
U.S.	1,242,903	204,501	507
Spain	1,002,000	NA	—
Italy	846,560	827,338	2.32
U.K.	431,278	331,861	29.96
S. Korea	356,040	576,134	38.20

Source: Auto Strategies International Inc.

Western Europe passenger car registrations by country, make and share — 1989 vs. 1988

Manufacturer	Austria	Belgium	Denmark	Ireland	Finland	France	Luxembourg	Germany	Greece	Italy	Netherlands	Norway	Portugal	Sweden	Switzerland	Spain	U.K.	1989 Totals	Market share
Fiat Group	17,413	21,543	4,431	3,370	7,351	165,466	1,765	136,925	12,177	1,350,603	31,442	839	34,444	7,072	32,281	85,828	77,485	1,990,435	14.78
Fiat-Lancia	15,647	17,715	4,234	3,211	6,552	148,810	1,379	115,810	9,210	1,206,808	26,169	834	30,366	5,182	24,500	69,844	73,374	1,759,645	13.1
Alfa Romeo	1,766	3,828	197	159	799	16,656	386	21,115	2,967	143,795	5,273	5	4,078	1,890	7,781	15,984	4,111	230,790	1.7
Peugeot	18,689	65,850	11,421	4,779	14,794	746,110	6,126	102,443	5,350	182,776	58,900	5,014	30,214	15,720	25,162	202,818	205,367	1,701,533	12.6
VW-Audi Group	56,293	72,855	6,789	5,934	14,781	208,795	5,177	800,903	12,183	291,628	55,955	6,563	24,879	37,358	52,490	228,439	138,030	2,019,042	15.0
VW-Audi	[illegible]	[illegible]	[illegible]	[illegible]	13,149	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SEAT (VAG)	1,337	8,236	54	385	1,632	38,329	361	23,778	5,082	[illegible]	7,354	7	9,300	0	3,982	113,200	10,206	303,838	[illegible]
Ford	25,502	64,776	8,628	11,534	12,626	160,835	3,733	[illegible]	[illegible]	[illegible]	[illegible]	6,224	16,308	28,629	23,989	159,525	608,617	1,563,542	[illegible]
Opel-GM	33,230	[illegible]	10,863	8,833	19,111	116,025	2,645	[illegible]	[illegible]	[illegible]	[illegible]	7,186	22,855	25,824	46,013	160,850	349,301	1,477,441	[illegible]
Renault	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rover Group	210	4,739	170	1,228	0	39,729	312	6,882	769	20,866	4,590	33	5,603	52	1,668	12,516	312,306	411,693	3.1
Mercedes-Benz	9,567	11,348	946	568	3,689	26,421	825	250,644	330	34,919	11,272	766	1,583	8,916	9,375	24,831	26,335	433,333	3.2
Nissan	12,580	20,286	3,613	8,587	16,578	20,197	811	82,530	9,041	2,981	29,327	2,903	3,262	15,493	15,235	5,351	138,437	387,222	2.9
BMW	9,500	11,931	1,333	910	2,937	30,645	1,126	190,730	2,978	27,850	10,378	973	2,175	7,053	13,046	19,321	48,910	381,656	2.8
Toyota	19,707	29,273	10,749	11,772	24,258	14,686	973	81,448	9,884	3,592	27,655	6,285	5,596	20,856	30,707	3,227	42,408	343,076	2.5
Volvo	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Mazda	22,683	10,172	6,719	2,320	10,425	15,355	570	31,045	[illegible]	438	22,738	4,938	185	15,852	10,464	797	22,722	237,699	[illegible]
Mitsubishi	10,623	8,056	[illegible]	[illegible]	6,355	3,457	[illegible]	[illegible]	329	7,802	11,715	3,070	0	11,554	13,221	2,185	10,831	163,148	[illegible]
Honda	7,482	[illegible]	1,023	1,605	5,097	[illegible]	504	[illegible]	[illegible]	2,751	[illegible]	1,446	1,320	4,989	7,427	[illegible]	27,016	136,533	[illegible]
Lada	[illegible]	10,472	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Suzuki	4,969	4,571	304	992	1,006	0	91	27,087	1,722	11,457	17,275	435	0	3,107	5,067	1,353	5,988	85,534	0.6
Saab	383	1,358	848	173	5,687	2,915	219	6,138	0	4,770	1,520	906	142	25,800	1,941	1,269	12,105	66,154	0.5
Subaru	3,195	2,460	190	655	2,261	0	206	13,589	825	1,886	4,598	1,330	21	2,243	12,530	0	4,880	50,869	0.4
Daihatsu	3,203	3,809	857	872	614	0	88	13,983	27	2,083	7,094	354	0	1,532	2,555	0	4,303	41,374	0.3
Skoda	208	1,537	2,334	21	2,106	595	28	2,598	2,716	2,707	2,029	75	0	4	0	1,459	13,606	32,023	0.2
Jaguar	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Porsche	[illegible]	[illegible]	[illegible]	7	0	[illegible]	77	[illegible]	[illegible]	[illegible]	[illegible]	3	0	275	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
FSO	0	[illegible]	147	118	0	[illegible]	0	0	0	0	[illegible]	0	0	0	0	0	0	2,824	[illegible]
Hyundai	0	0	0	374	0	0	0	0	0	0	0	0	0	0	0	0	[illegible]	[illegible]	[illegible]
Isuzu	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Others	1,683	3,287	162	1,096	1,962	11,806	351	16,046	5,372	18,115	6,475	91	615	1,096	4,898	5,283	27,682	106,020	0.8
Totals	**276,065**	**439,756**	**78,435**	**75,520**	**176,771**	**2,274,307**	**30,475**	**2,831,740**	**85,645**	**2,362,355**	**495,653**	**54,892**	**192,420**	**307,104**	**335,094**	**1,146,035**	**2,300,944**	**13,463,211**	**100.0**
Japanese makes in Europe	**84,869**	**65,734**	**24,823**	**38,229**	**68,604**	**64,484**	**3,568**	**428,630**	**24,477**	**33,391**	**130,904**	**28,819**	**10,641**	**76,229**	**98,625**	**13,981**	**256,585**	**1,455,316**	**10.8**

SOURCE: AID Ltd.; reuse or republication is prohibited

SALES/REGISTRATIONS

1989 U.S. imported-car sales by month

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1989	Total 1988
ACURA	9,513	9,465	11,805	12,716	13,483	14,078	12,765	14,871	12,011	10,865	10,632	9,857	142,061	128,238
Integra	4,085	4,659	6,268	7,439	8,404	8,808	8,099	7,977	5,298	5,294	5,677	5,415	77,423	57,468
Legend	5,428	4,806	5,537	5,277	5,079	5,270	4,666	6,894	6,713	5,571	4,955	4,442	64,638	70,770
ALFA ROMEO	218	237	581	206	223	241	225	260	305	151	102	171	2,920	4,476
Milano	111	113	287	52	47	44	55	100	142	51	28	48	1,078	2,328
Spider	107	124	294	154	176	197	170	160	163	100	74	123	1,842	2,148
ASTON MARTIN	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	34	65
AUDI	1,809	1,458	1,360	1,064	1,722	1,899	2,658	1,718	2,182	2,114	1,409	1,890	21,283	22,943
4000	10	9	9	4	3	54	2	2	4	8	0	0	105	573
5000	74	36	35	27	22	54	24	17	15	37	9	7	357	7,256
80	757	486	375	191	289	342	416	259	348	366	262	499	4,590	5,702
90	507	474	508	241	391	431	559	232	281	309	233	257	4,423	6,106
V8 Quattro	0	0	0	0	0	0	276	130	115	134	141	122	918	0
Coupe Quattro	0	0	0	0	0	0	0	66	68	56	78	74	342	0
100/200	300	320	331	470	828	765	1,115	875	1,136	1,005	542	786	8,473	2,429
100/200 Quattro	161	133	102	131	189	253	266	137	215	199	144	145	2,075	877
BMW	5,683	5,736	6,057	5,900	5,632	5,841	5,018	5,619	4,401	5,391	5,140	4,463	64,881	73,359
3-Series	2,769	2,702	2,804	2,881	2,884	3,069	2,632	2,813	2,094	2,545	2,062	1,919	31,174	36,671
5-Series	1,700	1,771	1,941	1,829	1,808	1,792	1,415	1,476	1,077	1,759	1,951	1,700	20,219	18,629
635 CSi	143	131	124	119	146	171	130	154	106	99	100	60	1,483	1,863
7-Series	868	948	951	864	658	670	752	1,059	1,059	886	976	708	10,399	13,308
M3	89	87	118	125	79	82	57	95	49	87	47	64	979	1,675
M5	49	41	49	40	23	29	11	4	9	10	3	5	273	547
M6	65	56	70	42	34	28	21	18	7	5	1	7	354	666
CHEVROLET/GEO	7,811	7,508	8,194	12,496	11,271	10,138	10,287	14,223	9,625	7,258	8,956	7,902	115,669	116,435
Geo Storm/Spectrum	4,114	3,826	4,239	6,705	5,975	5,336	3,882	10,146	5,032	4,432	5,187	4,003	62,877	68,347
Geo Metro/Sprint	3,697	3,682	3,955	5,791	5,296	4,802	6,405	4,077	4,593	2,826	3,769	3,899	52,792	48,088
CHRYSLER	9,058	8,317	11,277	10,747	9,879	7,806	7,230	8,156	8,874	9,117	6,949	4,877	102,187	128,512
Colt	4,647	4,882	6,075	6,270	5,515	4,249	4,045	4,230	5,295	6,018	4,288	2,785	58,299	79,885
Conquest	473	381	677	655	670	615	475	387	289	225	165	114	5,026	9,873
Medallion	612	423	1,073	726	429	217	95	76	85	83	44	44	3,907	14,712
Summit	2,083	1,631	2,112	1,636	1,827	1,396	1,356	2,143	1,832	1,292	1,020	793	19,121	4,603
Vista	1,174	936	1,214	1,346	1,275	1,156	1,075	1,120	1,127	1,086	848	553	12,910	19,439
TC	69	64	126	114	163	173	184	200	246	413	584	588	2,924	0
DAIHATSU	1,104	1,019	1,217	1,055	1,227	1,285	1,215	1,328	1,501	1,512	1,522	1,215	15,118	[illegible]
FERRARI	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	805	N.A.
FORD Festiva	6,453	6,226	6,675	6,426	5,660	4,966	7,001	6,330	6,225	5,123	4,120	4,103	69,328	69,167
HONDA	15,558	16,541	16,796	25,661	26,134	15,090	26,442	26,362	16,843	24,538	21,269	20,335	251,569	265,132
Civic/CRX	3,711	4,191	4,991	7,779	7,581	3,345	4,629	5,541	5,996	5,029	4,610	3,685	61,088	97,962
Accord	9,016	9,176	8,215	12,132	12,863	9,136	17,403	14,727	8,065	17,163	14,455	15,248	147,599	114,629
Prelude	2,831	3,174	3,590	5,750	5,690	2,609	4,410	6,094	2,782	2,346	2,204	1,402	42,882	52,541
HYUNDAI	15,174	14,056	20,461	16,808	16,254	15,537	13,598	20,552	13,602	14,663	12,008	10,548	103,261	264,282
Excel	13,092	11,504	17,384	13,513	13,512	12,830	10,413	16,478	11,166	11,543	9,040	8,088	148,563	264,282
Sonata	2,082	2,552	3,077	3,295	2,742	2,707	3,185	4,074	2,436	3,120	2,968	2,460	34,698	0
ISUZU	1,549	1,251	1,749	1,520	1,975	1,549	1,861	2,264	845	604	552	577	16,296	24,520
I-Mark	1,355	1,065	1,326	1,113	1,356	472	1,335	1,573	671	539	499	512	11,816	17,310
Impulse	194	186	423	407	619	1,077	526	691	174	65	53	65	4,480	7,210
INFINITI	0	0	0	0	0	0	0	0	0	0	0	1,723	1,723	0
M30	0	0	0	0	0	0	0	0	0	0	0	651	651	0
Q45	0	0	0	0	0	0	0	0	0	0	0	1,072	1,072	0
JAGUAR	1,492	1,361	1,630	1,344	1,650	1,888	1,472	1,563	1,482	1,507	1,699	1,879	18,967	20,727
XJ6	1,136	1,027	1,198	981	1,267	1,511	1,168	1,177	1,168	1,252	1,241	1,383	14,509	15,944
XJS	356	334	432	363	383	377	304	386	314	255	458	496	4,458	4,783
LAMBORGHINI	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	167	190
LEXUS	0	0	0	0	0	0	0	0	4,554	3,416	3,787	4,545	16,302	0
ES 250	0	0	0	0	0	0	0	0	1,115	1,001	1,049	1,563	4,728	0
LS 400	0	0	0	0	0	0	0	0	3,439	2,415	2,738	2,982	11,574	0
LOTUS	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	290	323
MASERATI	22	44	24	21	28	24	17	20	20	20	20	20	280	739
MAZDA	16,437	15,612	18,711	17,373	19,655	20,503	21,258	23,809	17,922	16,780	16,964	16,770	221,794	219,002
323	6,474	6,359	8,010	6,727	6,006	5,603	4,697	5,056	4,380	3,127	2,484	2,042	60,965	90,822
Protege	0	0	0	0	0	0	0	580	1,762	2,343	2,422	2,828	9,935	0
626	3,847	3,680	4,057	3,716	6,638	5,911	5,747	5,807	3,912	2,863	3,313	3,279	52,770	66,354
MX-6	221	233	435	572	118	391	89	60	20	26	24	33	2,222	8,031
Miata	0	0	0	0	45	1,711	4,105	5,029	2,635	3,145	3,087	3,295	23,052	0
929	1,507	1,441	1,817	2,162	1,924	1,725	1,605	1,895	1,361	1,346	1,420	1,187	19,390	25,981
RX-7	1,917	1,611	1,834	1,442	1,438	1,349	1,199	1,550	1,236	991	941	741	16,249	27,814
MPV	2,471	2,288	2,558	2,754	3,486	3,813	3,816	3,832	2,616	2,939	3,273	3,365	37,211	5,717
MERCEDES BENZ	5,036	5,542	6,570	5,934	6,104	7,079	6,403	6,776	6,886	5,974	6,297	7,113	75,714	83,627
190	983	846	961	1,051	1,397	1,476	1,439	1,388	1,366	1,096	1,200	1,300	14,503	16,740
300E 2.6/260E	245	226	452	403	398	523	536	562	510	437	477	635	5,404	6,270
300	1,394	1,947	2,294	1,809	1,632	1,977	1,584	1,784	2,185	1,996	2,008	2,040	22,650	21,168
300 SE	548	510	600	525	523	636	602	568	559	375	384	503	6,333	5,331
300SDL Turbo	0	0	0	0	1	0	1	0	0	0	0	0	2	90
300SEL	256	275	380	353	371	381	330	358	283	240	279	316	3,822	4,828
420SEL	525	529	558	530	474	587	595	692	787	777	725	714	7,493	8,508
560SEL	403	417	446	388	384	429	401	384	459	457	646	646	5,460	5,829
560SL	542	600	712	691	729	816	736	833	521	372	334	591	7,477	11,844
560SEC	117	131	125	127	112	132	91	147	165	144	186	225	1,702	1,652
Tourist	23	61	42	57	83	122	88	60	51	80	58	143	868	1,367
MERKUR	1,081	606	865	729	690	523	1,076	436	314	926	1,221	298	8,765	15,261
XR4Ti	491	269	590	526	499	308	470	321	221	158	103	61	4,017	5,745
Scorpio	590	337	275	203	191	215	606	115	93	768	1,118	237	4,748	9,516
MITSUBISHI	5,039	4,735	7,425	5,347	8,715	6,275	5,182	8,586	7,007	6,705	6,339	8,396	79,751	70,075
Starion	185	111	107	39	69	37	30	35	24	45	2	2	686	3,016
Cordia	281	22	7	9	8	12	13	6	7	17	0	0	382	5,919
Tredia	5	0	5	0	0	0	0	2	0	0	0	0	12	477
Mirage	756	673	1,175	1,112	3,667	2,000	1,504	2,960	2,869	3,432	3,298	5,689	29,135	11,997
Galant	1,596	2,086	4,256	2,575	3,051	1,896	2,352	3,076	2,474	2,546	2,478	2,125	30,511	20,625
Sigma	322	175	235	160	216	139	138	207	163	149	85	111	2,100	0
Precis	1,669	1,549	1,479	1,312	1,538	2,026	984	2,056	1,313	394	348	369	15,037	21,711
Van/Wagon	225	119	161	140	166	165	161	244	157	122	128	100	1,888	6,330
NISSAN	29,108	30,361	38,906	34,298	38,565	41,583	33,014	39,526	35,871	30,712	31,690	21,393	405,147	[illegible]
Sentra	10,557	10,904	13,826	9,277	9,243	11,562	8,990	11,882	11,014	7,687	8,987	4,229	118,150	[illegible]
Pulsar	1,400	1,665	2,272	3,101	2,571	3,045	2,348	2,619	1,264	950	2,221	453	23,909	[illegible]
Stanza	2,252	1,985	3,672	4,835	5,547	5,676	3,367	3,486	3,500	3,150	3,011	2,253	42,736	[illegible]
Axxess	0	0	0	0	756	814	1,096	1,762	865	1,083	1,361	1,229	8,945	[illegible]
Maxima	8,407	8,595	10,052	8,107	9,381	9,579	8,787	10,543	10,800	9,503	8,422	7,253	109,429	[illegible]
240SX/200SX	4,819	5,706	7,135	6,173	7,307	7,277	5,420	6,053	5,731	4,931	4,336	3,325	68,213	[illegible]
300ZX	1,313	1,278	1,511	1,916	3,542	3,173	2,756	2,668	[illegible]	2,275	2,000	1,509	[illegible]	[illegible]
Hawaii	360	228	438	889	218	457	250	513	372	1,153	1,350	1,142	7,370	9,068
PEUGEOT	448	413	565	558	582	501	515	660	520	426	433	474	6,095	6,712
PONTIAC LeMans	3,737	3,604	4,076	4,124	5,218	6,160	5,855	4,401	4,079	1,351	1,119	917	44,641	64,837
PORSCHE	605	536	667	789	1,063	956	1,168	955	656	688	797	659	9,479	15,737
924S	28	14	12	6	17	5	9	9	8	4	24	0	136	2,321
944	79	62	95	155	147	141	143	118	138	65	95	82	1,320	3,722
944S	4	6	14	21	40	56	69	83	58	91	116	108	666	544
944 Turbo	40	38	63	67	88	61	85	86	86	52	66	76	808	1,880
911 Coupe/Carrera 4/2	178	162	175	180	282	300	221	225	142	281	303	308	2,757	2,962
911 Turbo	90	90	116	105	174	143	108	89	59	32	30	7	1,043	1,104
911 Cabriolet/Speedster	110	102	140	171	158	167	77							

SALES/REGISTRATIONS

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1989	Total 198
928S	76	61	52	84	97	83	56	53	59	79	89	46	835	1,427
ROLLS/BENTLEY	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,216	1,214
SAAB	2,435	2,845	2,638	2,693	3,196	2,385	3,636	3,788	2,627	2,357	1,505	1,444	31,549	37,986
900	409	373	439	391	449	676	924	1,091	549	439	155	176	6,071	6,089
900S	528	472	690	578	707	448	1,183	1,339	811	559	276	270	7,861	9,982
900 Turbo	747	939	734	780	901	639	827	721	711	684	422	434	8,539	9,331
9000S	208	345	226	209	264	207	263	253	182	223	168	126	2,674	3,596
9000CD	243	250	395	501	542	178	217	185	170	197	229	245	3,352	0
9000 Turbo	291	455	135	211	301	164	216	179	183	243	245	186	2,809	8,262
Tourist	9	11	19	23	32	73	6	20	21	12	10	7	243	726
STERLING	788	612	384	351	653	583	470	385	418	510	482	361	5,907	8,901
SUBARU	10,249	13,288	14,321	12,529	10,181	13,236	13,364	14,823	10,064	8,747	8,544	7,646	136,111	155,944
Hatchback	351	293	366	209	112	668	98	162	110	112	95	105	2,681	5,327
3-Door	589	564	660	624	351	3,330	451	421	277	64	67	114	7,512	9,105
4-Door Sedan	4,053	5,149	4,966	2,983	2,816	3,149	1,926	987	707	238	155	251	27,380	34,397
Legacy	0	0	0	603	2,607	2,202	3,714	5,232	4,883	4,279	4,905	4,337	32,762	0
Loyale	0	0	0	938	1,464	753	2,545	1,837	1,141	1,038	1,381	1,103	12,200	0
XT/XT6	621	843	1,151	1,194	617	1,677	1,529	1,878	970	1,120	180	262	12,042	14,077
Station Wagon	3,099	4,010	4,257	3,442	1,011	1,356	1,166	895	309	107	158	188	19,998	65,725
Justy	1,536	2,349	2,921	2,536	1,203	100	1,935	2,611	1,667	1,789	1,603	1,286	21,536	27,313
SUZUKI	547	559	480	414	460	349	430	761	618	688	397	306	6,009	524
TOYOTA	36,376	29,421	39,041	40,501	44,084	49,233	39,899	58,090	39,893	41,508	37,125	39,798	494,969	616,529
Corolla	7,930	6,294	9,018	8,793	11,988	12,472	11,538	14,405	8,461	9,210	7,791	10,874	118,774	158,098
Tercel	7,204	7,629	8,408	8,503	8,336	7,990	6,619	10,560	8,654	8,530	7,236	7,908	97,577	104,655
Celica	4,597	3,753	5,003	4,975	4,899	4,932	4,321	5,456	4,465	5,407	7,424	6,704	61,936	66,331
Supra	1,423	1,172	1,653	1,329	1,415	1,365	1,317	1,869	658	781	772	790	14,544	19,596
Camry	10,631	6,522	10,666	12,685	12,821	16,739	9,651	15,334	8,446	9,345	6,348	7,091	126,279	213,365
Cressida	2,126	1,562	1,611	1,641	1,757	1,931	1,438	4,336	3,588	2,567	658	719	23,934	14,195
Land Cruiser	479	431	438	470	439	475	434	479	369	365	368	344	5,091	6,024
Van	499	368	461	363	409	355	352	419	330	406	370	370	4,702	5,341
4Runner SR 5	1,128	1,277	1,300	1,184	1,408	2,450	3,766	4,692	4,463	4,443	5,979	4,837	36,927	20,880
MR2	359	413	483	558	612	524	463	540	459	454	179	161	5,205	8,044
VOLKSWAGEN	9,829	8,825	12,834	11,388	15,279	15,736	10,424	11,117	10,825	11,356	9,127	8,511	133,650	143,857
Cabriolet	370	686	1,119	1,041	1,467	1,409	916	943	687	358	403	9,891	9,891	492
Corrado	0	0	0	0	0	0	0	100	410	316	308	269	1,403	0
Jetta	3,660	3,569	5,409	4,544	6,174	6,673	3,819	4,393	3,972	4,982	4,192	4,117	55,504	51,032
Golf/GTI	1,453	1,403	1,986	1,764	2,673	2,769	2,342	2,061	1,511	1,820	1,367	1,098	22,247	10,901
Vanagon	275	318	384	502	587	673	571	481	286	371	336	363	5,147	5,416
Quantum	155	112	140	148	129	163	9	26	26	12	9	7	936	3,031
Scirocco	192	160	167	122	96	88	9	11	9	8	2	3	867	3,754
Fox	2,924	2,577	3,629	3,267	4,153	3,961	2,758	3,102	3,124	3,354	2,555	2,251	37,655	56,932
VOLVO	9,139	7,510	8,751	8,690	9,258	9,695	9,173	10,553	8,038	7,697	8,218	5,898	102,620	98,497
240 Series	3,738	3,287	3,627	3,145	3,714	4,386	3,834	4,234	3,057	2,592	3,200	2,067	40,881	39,597
740 Series	4,446	3,124	3,653	3,571	4,464	4,208	4,154	4,871	3,809	3,476	4,210	3,112	47,098	44,882
760 Series	821	977	1,290	1,718	805	887	896	1,069	915	1,061	737	635	11,811	11,688
780	92	118	148	243	167	132	195	261	245	396	33	27	2,057	1,681
Tourist	42	4	33	13	108	82	94	118	12	172	38	57	773	649
YUGO	870	761	827	873	936	1,038	1,106	937	977	868	755	628	10,576	31,546
IMPORT TOTAL	206,368	198,369	244,887	242,555	259,737	256,096	242,762	287,987	228,485	223,571	209,188	194,717	2,797,134	3,060,716

U.S.-built car sales - 12 years

1978	9,307,998
1979	8,315,622
1980	6,578,275
1981	6,206,296
1982	5,756,660
1983	6,795,302
1984	7,951,517
1985	8,204,721
1986	8,214,662
1987	7,081,262
1988	7,526,334
1989	7,072,816

U.S.import sales - 12 years

1978	2,000,500
1979	2,327,932
1980	2,396,934
1981	2,326,376
1982	2,221,517
1983	2,385,734
1984	2,441,713
1985	2,841,063
1986	3,239,043
1987	3,144,042
1988	3,060,716
1989	2,797,134

U.S. car sales - 12 years

1978	11,308,498
1979	10,643,554
1980	8,975,209
1981	8,532,672
1982	7,978,177
1983	9,181,036
1984	10,393,230
1985	11,045,784
1986	11,453,705
1987	10,225,304
1988	10,587,050
1989	9,869,950

Imported new-car sales in U.S. for five years

	1989	1988	1987	1986	1985
Acura	142,061	128,238	109,470	52,869	—
Alfa Romeo	2,920	4,476	6,320	8,201	4,502
Aston Martin	34	65	64	74	0
Audi	21,283	22,941	41,322	59,797	74,061
Bertone	N.A	325	845	1,482	N.A
BMW	64,881	73,359	87,839	96,759	87,832
Geo Storm/Spectrum	62,877	68,347	76,852	99,380	53,968
Geo Metro/Sprint	52,792	48,088	60,359	60,983	30,892
Chrysler Conquest	5,026	9,873	11,217	2,572	—
Chrysler TC Maserati	2,924	—	—	—	—
Daihatsu	15,118	11,460	—	—	—
Dodge Colt	30,040	42,331	41,787	48,249	39,724
Dodge Conquest	—	—	234	2,335	2,716
Dodge Vista	6,653	10,190	15,336	18,101	12,023
Eagle	23,028	19,315	13,991	—	—
Ferrari	805	N.A	1,054	771	—
Ford	69,328	69,167	26,750	—	—
Honda	251,569	265,122	312,218	405,399	406,413
Hyundai	183,261	264,282	263,610	168,882	—
Infiniti	1,723	—	—	—	—
Isuzu	16,296	24,520	39,587	38,910	26,953
Jaguar	18,967	20,727	22,919	24,464	20,528
Lamborghini	167	150	124	107	26
Lexus	16,302	—	—	—	—
Lotus	290	323	170	149	—
Maserati	280	733	932	1,298	1,190
Mazda	221,794	224,719	206,354	222,716	211,093
Mercedes-Benz	75,714	83,627	89,918	99,314	89,098
Merkur	8,765	15,261	14,301	14,315	8,974
Mitsubishi	79,751	69,975	67,954	49,436	49,734
Nissan	405,147	360,745	405,996	493,549	535,372
Peugeot	6,095	6,713	9,422	14,296	15,636
Plymouth Colt	28,259	37,554	37,580	45,094	36,491
Plymouth Conquest	—	—	139	2,182	2,671
Plymouth Vista	6,257	9,249	14,044	16,995	11,588
Pontiac	44,641	64,037	35,564	—	—
Porsche	9,479	15,732	23,632	30,471	25,306
Renault	—	—	—	4,152	7,205
Rolls/Bentley	1,216	2,801	1,208	1,155	1,110
Saab	31,549	38,490	45,106	48,181	39,068
Sterling	5,907	8,901	14,171	—	—
Subaru	136,111	155,946	175,864	183,242	178,175
Suzuki	6,009	524	—	—	—
Toyota	494,969	616,529	583,809	640,155	620,047
Volkswagen	133,650	143,861	130,641	143,318	140,505
Volvo	102,620	98,497	106,539	113,267	104,267
Yugo	10,576	31,545	48,812	35,959	3,895
TOTAL	**2,797,134**	**3,060,738**	**3,144,064**	**3,248,579**	**2,841,063**

Annual U.S. car sales by make — 1989 vs. 1988

	1989	Percent share of market	1988	Percent share of market
Alfa Romeo	2,920	0.03	4,476	0.04
American Honda	783,102	7.94	768,985	7.26
BMW	64,881	0.66	73,359	0.69
Buick	542,917	5.50	581,424	5.49
Cadillac	266,899	2.70	266,548	2.52
Chevrolet	1,348,430	13.67	1,479,616	13.97
Chrysler	196,125	1.99	279,127	2.64
Daihatsu	15,118	0.15	11,460	0.11
Dodge	447,688	4.54	508,308	4.80
Eagle	69,719	0.71	65,997	0.62
Ford	1,502,878	15.23	1,596,671	15.08
Hyundai	183,261	1.86	264,282	2.50
Isuzu	16,296	0.17	24,520	0.23
Jaguar	18,967	0.19	20,727	0.20
Lincoln	200,315	2.03	191,624	1.81
Maserati	280	0.00	733	0.01
Mazda	263,378	2.67	256,050	2.42
Mercedes	75,714	0.77	83,627	0.79
Mercury	474,673	4.81	501,469	4.73
Mitsubishi	111,769	1.13	69,975	0.66
Nissan	510,004	5.17	472,870	4.46
Oldsmobile	600,037	6.08	715,270	6.75
Peugeot	6,095	0.06	6,712	0.06
Plymouth	306,161	3.10	337,862	3.19
Pontiac	678,968	6.88	779,156	7.36
Porsche	9,476	0.10	15,732	0.15
Saab	31,549	0.32	38,490	0.36
Sterling	5,907	0.06	8,901	0.08
Subaru	136,111	1.38	155,946	1.47
Suzuki	6,009	0.06	524	0.00
Toyota	723,659	7.33	688,883	6.50
Volvo	102,620	1.04	98,497	0.93
VWoA	154,933	1.57	191,741	1.81
Yugo	10,576	0.11	31,545	0.30
TOTAL	**9,867,435**	**100.00**	**10,591,107**	**100.00**
TOTAL GM	**3,437,251**	**34.83**	**3,822,014**	**36.09**
TOTAL FORD	**2,177,866**	**22.07**	**2,289,764**	**21.62**
TOTAL CHRYSLER	**1,019,693**	**10.33**	**1,191,294**	**11.25**
TOTAL JAPANESE	**2,565,447**	**26.00**	**2,449,213**	**23.13**
TOTAL EUROPEAN	**483,896**	**4.90**	**574,540**	**5.42**
TOTAL KOREAN	**183,261**	**1.86**	**264,282**	**2.50**

SALES/REGISTRATIONS

Domestic car sales in U.S. for calendar year 1989 vs. 1988

Sales and rankings by model and month

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1989	1989 Position	Total 1988	1988 Position
Alliance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4,418	79
Eagle	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,392	83
Talon	0	0	0	0	0	0	0	783	1,323	1,756	1,574	1,709	7,145	71	0	0
Premier	2,828	3,390	4,936	3,596	3,842	4,697	3,565	5,024	3,412	1,930	1,243	1,083	39,546	55	40,872	53
Total Eagle	2,828	3,390	4,936	3,596	3,842	4,697	3,565	5,807	4,735	3,686	2,817	2,792	46,691	0	46,682	0
Horizon	2,947	2,266	2,555	2,862	2,777	2,525	4,036	8,763	4,818	2,498	1,959	1,309	39,315	56	61,142	45
Laser	455	907	1,424	1,638	2,191	2,203	2,097	2,132	1,529	1,851	2,136	2,535	21,098	64	0	0
Sundance	6,315	7,054	6,797	7,109	7,229	5,554	6,752	12,411	8,610	6,124	6,246	4,134	84,335	37	89,218	37
Turismo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,115	84
Reliant	3,808	2,721	3,309	3,497	3,083	3,059	2,991	3,396	2,776	2,050	1,155	859	32,704	57	109,858	25
Acclaim	2,318	3,934	7,380	9,139	10,835	9,471	8,009	6,757	7,892	10,246	9,383	6,653	92,017	33	3,506	81
Caravelle	136	88	95	58	356	0	0	0	0	0	0	0	733	83	12,903	71
Gran Fury	505	336	166	230	206	0	0	0	0	0	0	0	1,443	80	13,315	70
Total Plymouth	16,484	17,306	21,726	24,533	26,677	22,812	23,885	33,459	25,625	22,769	20,879	15,490	271,645	0	291,059	0
Laser	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LeBaron K	170	107	121	79	310	0	0	0	0	0	0	0	787	82	20,113	65
LeBaron J	6,544	6,523	7,019	9,579	9,639	8,676	6,174	6,093	7,227	7,194	4,126	5,171	83,965	38	99,833	32
LeBaron GTS	554	468	489	490	388	332	392	389	394	366	166	119	4,547	73	15,169	69
Fifth Avenue (rwd)	1,563	980	1,656	1,410	1,162	994	938	1,297	430	264	206	118	11,018	68	15,169	66
Fifth Avenue (fwd)	0	0	0	0	0	0	0	0	2,282	3,494	3,217	2,972	11,965	67	0	0
Imperial	0	0	0	0	0	0	0	0	0	0	777	1,449	2,226	78	0	0
New Yorker C	9,163	8,346	8,453	9,465	8,131	7,065	5,736	4,847	4,067	3,257	777	1,449	70,756	44	83,622	40
New Yorker E	25	11	25	17	159	0	0	0	0	0	2,646	2,254	5,137	72	14,550	68
Total Chrysler	18,019	16,435	17,763	21,040	19,789	17,067	13,240	12,626	14,400	14,575	11,138	12,083	188,175	0	269,254	0
Omni	2,841	2,312	2,536	2,753	3,135	2,704	3,812	9,051	4,646	3,050	1,857	1,488	40,185	53	59,664	46
Shadow	6,010	7,144	7,139	6,485	7,436	5,621	6,829	10,222	6,773	6,264	7,223	5,807	82,953	39	91,090	36
Charger	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,022	85
Daytona	4,599	4,623	7,474	8,431	7,704	6,564	5,447	5,165	4,531	3,881	2,786	2,872	64,097	47	72,171	44
Aries	3,766	2,657	3,138	3,215	3,378	3,574	2,806	2,988	2,491	1,761	977	729	31,480	59	102,489	29
Lancer	375	262	287	293	279	259	305	322	265	240	142	84	3,113	76	10,032	74
Spirit	2,458	4,050	5,969	7,145	9,295	8,534	5,596	4,472	6,195	8,650	7,645	6,549	76,558	42	3,950	80
Diplomat	780	494	302	211	764	0	0	0	0	0	0	0	2,551	77	20,414	64
Dynasty	8,061	10,691	12,142	11,041	12,799	10,261	6,828	6,213	6,548	8,731	8,141	7,794	109,250	25	83,012	41
Dodge 600	124	88	92	78	426	0	0	0	0	0	0	0	808	81	11,943	72
Total Dodge	29,014	32,321	39,079	39,652	45,216	37,517	31,623	38,453	31,449	32,577	28,771	25,323	410,995	0	455,787	0
CHRYSLER MOTORS	66,345	69,452	83,504	88,821	95,524	82,093	72,313	90,345	76,209	73,607	63,605	55,688	917,506	0	1,062,782	0
Escort	30,027	29,242	28,649	27,078	30,036	29,350	31,936	34,522	32,309	23,708	18,536	18,142	333,535	2	387,815	1
Mustang	12,377	16,718	17,319	19,192	16,304	15,870	13,815	14,187	9,987	9,476	9,043	6,860	161,148	11	170,080	11
Tempo	21,518	18,814	19,451	21,172	18,957	19,522	17,402	19,831	16,496	24,833	14,658	15,772	228,426	5	285,441	5
Taurus	25,555	27,407	30,313	35,070	36,194	30,901	29,369	30,957	26,761	27,353	23,731	24,450	348,061	1	374,627	3
Thunderbird	8,619	8,712	13,061	12,897	10,603	8,990	9,506	14,236	10,979	10,203	7,315	5,524	120,645	19	117,866	20
Probe	9,215	9,836	10,879	11,325	15,678	13,713	13,100	13,331	10,032	10,216	8,832	7,493	133,650	17	77,763	42
Crown Victoria	8,209	7,254	10,017	9,745	9,838	9,259	10,782	14,587	8,437	7,016	5,795	7,146	108,085	26	114,212	23
Total Ford Div.	115,520	117,983	129,689	136,479	137,610	127,605	125,910	141,651	115,001	112,805	87,910	85,387	1,433,550	0	1,527,804	0
Lynx/Tracer	4,108	3,859	5,001	5,262	7,006	7,184	6,684	6,417	4,535	3,577	2,606	1,727	57,966	49	58,921	47
Topaz	7,784	7,313	8,713	8,148	7,954	7,586	6,900	7,492	7,164	6,050	4,927	5,701	85,732	36	92,723	35
Sable	7,608	8,397	9,902	12,685	12,026	10,558	9,294	10,628	8,116	8,027	6,802	6,919	110,962	24	119,218	19
Cougar	6,780	6,645	11,457	10,799	9,557	7,480	8,231	12,205	10,097	6,120	5,607	4,695	99,673	30	100,961	31
Grand Marquis	9,016	7,856	9,997	9,376	9,598	8,349	11,747	14,992	9,586	7,360	6,739	6,959	111,575	22	114,385	22
Total Mercury	35,296	34,070	45,070	46,270	46,141	41,157	42,856	51,734	39,498	31,134	26,681	26,001	465,908	0	486,208	0
Continental	5,056	4,267	5,184	5,052	4,624	5,270	4,842	4,116	3,951	4,593	5,097	4,389	56,441	50	47,424	51
Town Car	8,132	7,752	9,866	11,982	9,471	11,857	10,518	10,967	8,577	9,020	11,626	9,486	119,254	20	121,674	18
Mark VII	1,831	1,890	2,556	2,351	3,926	2,915	2,442	1,483	1,399	1,308	1,415	1,104	24,620	61	22,526	62
Total Lincoln	15,019	13,909	17,606	19,385	18,021	20,042	17,802	16,566	13,927	14,921	18,138	14,979	200,315	0	191,624	0
Total L-M Division	50,315	47,979	62,676	65,655	64,162	61,199	60,656	68,300	53,425	46,055	44,819	40,980	666,223	0	677,832	0
FORD MOTOR CO.	165,835	165,962	192,365	202,134	201,772	188,804	186,566	209,951	168,426	158,860	132,729	126,367	2,099,773	0	2,205,636	0
Skyhawk	1,382	1,535	1,999	2,051	2,086	1,914	1,513	1,482	1,347	562	357	224	16,452	66	26,056	58
Skylark/Somerset	3,360	4,488	5,777	5,830	8,301	8,842	5,255	3,367	4,633	4,524	4,619	4,729	63,725	48	58,346	50
Century	10,986	11,791	12,201	12,441	11,556	8,948	9,278	11,809	15,514	9,249	9,859	11,050	134,682	16	131,994	15
Regal	5,198	7,194	6,914	7,636	7,479	8,216	6,101	6,581	8,368	4,063	4,068	4,185	76,003	43	122,871	17
LeSabre	7,078	8,932	10,299	12,155	13,293	15,206	15,468	18,736	14,526	10,158	11,309	10,161	147,321	13	141,440	14
Reatta	403	577	689	847	838	861	696	598	647	826	642	281	7,905	70	4,514	78
Electra	5,254	6,613	7,376	6,786	6,863	6,791	6,703	7,827	8,377	5,111	5,268	4,652	77,621	41	84,453	39
Riviera	1,304	1,349	1,738	2,486	1,854	1,569	1,473	1,618	1,778	1,132	1,519	1,388	19,208	65	11,750	73
Total Buick	34,965	42,479	46,993	50,232	52,270	52,347	46,487	52,018	55,190	35,625	37,641	36,670	542,917	0	581,424	0
Cimarron	95	69	48	15	2	3	0	0	8	0	0	0	240	84	5,884	77
Allante	226	266	331	278	297	269	367	307	296	245	248	146	3,276	75	3,065	82
Seville	1,887	1,596	2,547	1,992	2,685	3,188	903	1,076	1,278	1,441	2,114	2,323	23,030	63	22,439	63
Deville	12,396	14,044	14,615	15,512	16,802	9,486	12,327	17,963	19,684	13,827	13,230	10,558	170,444	10	160,291	12
Brougham	2,324	2,899	3,932	3,072	3,397	3,110	2,371	2,417	3,805	3,878	4,685	3,968	39,858	54	43,670	52
Eldorado	2,174	2,340	3,516	2,895	3,315	2,972	2,026	2,573	2,702	1,789	2,022	1,727	30,051	60	31,199	56
Total Cadillac	19,102	21,214	24,989	23,764	26,498	19,028	17,994	24,336	27,773	21,180	22,299	18,722	266,899	0	266,548	0
Chevette	0	0	0	0	0	0	0	0	0	0	0	0	0	0	205	86
Geo Prizm/Nova	3,794	3,394	3,673	7,119	7,708	8,727	8,888	8,856	8,814	9,610	7,838	11,454	89,875	34	96,868	34
Cavalier	21,946	24,654	26,262	25,596	28,254	27,944	23,884	25,825	26,301	24,053	18,770	22,226	295,715	4	306,267	4
Camaro	7,338	7,950	9,417	12,205	12,358	10,789	9,064	7,795	6,168	4,701	4,313	3,371	95,469	31	101,665	30
Celebrity	17,563	17,587	21,806	18,022	18,423	18,747	9,161	7,561	5,869	2,491	2,465	2,101	141,796	14	252,861	6
Corsica/Beretta	24,216	26,690	35,861	33,197	40,901	38,363	31,990	24,260	24,322	16,292	15,110	14,804	326,006	3	380,301	2
Lumina/Monte Carlo	310	416	132	586	10,736	11,413	12,313	11,781	13,290	18,883	15,447	15,842	111,149	23	28,740	57
Caprice	8,959	10,879	14,720	15,292	16,310	15,157	15,870	15,697	14,098	7,507	7,393	6,941	148,823	12	172,993	10
Corvette	1,164	1,397	1,776	1,930	2,039	1,869	2,448	3,613	2,909	1,367	1,785	1,631	23,928	62	23,281	61
Total Chevrolet	85,290	92,967	113,647	113,947	136,729	133,009	113,618	105,388	101,771	84,904	73,121	78,370	1,232,761	0	1,363,181	0
Firenza	4	2	2	1	3	0	0	0	0	0	0	0	12	85	9,148	75
Calais	6,804	7,254	7,683	8,718	9,709	7,862	8,869	9,901	9,463	6,728	6,524	5,739	95,254	32	106,117	27
Cutlass Ciera	17,035	15,670	16,052	18,380	19,761	16,499	15,748	19,713	26,936	9,127	8,500	7,299	190,720	8	237,386	8
Cutlass Supreme	10,155	10,888	6,403	6,852	8,760	7,878	7,328	8,122	10,415	8,029	6,752	8,316	99,898	29	116,179	21
Olds 88	9,194	12,932	12,828	13,753	14,125	12,077	12,364	14,656	12,185	8,143	8,203	7,897	138,357	15	158,205	13
Olds 98	4,946	5,627	6,829	6,787	7,186	5,691	5,319	6,228	5,327	4,135	4,173	3,423	65,671	46	73,348	43
Toronado	724	720	765	588	617	607	583	870	1,267	984	1,280	1,120	10,125	69	14,887	67
Total Oldsmobile	48,862	53,093	50,562	55,079	60,161	50,614	50,211	59,490	65,593	37,146	35,432	33,794	600,037	0	715,270	0
Fiero	368	224	346	327	697	0	0	0	0	0	0	0	1,961	79	24,121	60
Pontiac 1000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	154	87
Sunbird	5,008	6,663	8,665	10,133	11,785	8,333	8,009	9,038	7,991	12,075	6,358	7,944	101,991	28	85,573	38
Firebird	3,249	3,643	7,132	7,492	7,429	5,950	5,637	4,457	3,165	2,438	2,388	2,052	55,030	51	58,493	49
Grand Am	14,356	17,540	16,664	17,910	20,058	18,436	16,568	18,486	18,759	17,316	12,829	13,889	202,815	7	232,010	9
Pontiac 6000	5,128	5,774	6,644	7,460	7,429	5,983	5,161	5,685	5,474	5,279	3,596	4,068	67,681	45	97,926	33
Grand Prix	11,733	12,608	12,111	10,285	9,668	7,500	7,445	9,449	10,284	7,530	7,971	6,634	113,216	21	102,500	28
Bonneville H	6,073	7,597	8,381	8,994	9,013	7,480	6,363	7,752	8,833	6,526	5,561	5,069	87,642	35	107,695	26
Paris./Safari	306	287	393	480	503	493	428	385	341	131	76	168	3,991	74	6,647	76
Total Pontiac	46,221	54,336	60,336	63,081	66,582	54,175	49,611	55,250	54,837	51,295	38,779	39,824	634,327	0	715,119	0
GENERAL MOTORS	234,440	264,089	296,527	306,103	342,240	309,173	277,921	296,482	305,164	230,150	207,272	207,380	3,276,941	0	3,641,542	0
Civic	10,266	12,912	14,809	17,600	18,840	12,874	14,643	15,206	13,663	15,339	15,623	12,589	174,364	9	127,581	16
Accord	11,832	15,014	19,001	23,244	23,870	12,882	19,121	21,773	15,818	15,378	18,148	19,027	215,108	6	248,044	7
HONDA	22,098	27,926	33,810	40,844	42,710	25,756	33,764	36,979	29,481	30,717	33,771	31,616	389,472	0	375,625	23
MAZDA	2,557	2,978	5,142	4,085	3,908	3,515	3,772	3,795	2,824	2,179	3,116	3,713	41,584	52	31,331	55
MITSUBISHI	807	1,240	1,831	1,939	2,603	2,810	2,883	3,656	3,807	3,754	3,305	3,383	32,018	58	0	0
NISSAN	7,710	9,005	10,374	7,226	6,757	9,534	10,017	14,221	7,069	8,243	8,757	4,221	103,134	27	112,125	24
Corolla	5,153	7,124	7,854	6,398	5,205	5,264	6,561	10,560	5,222	6,247	7,526	8,087	81,201	40	58,579	48
Camry	5,622	4,266	8,224	9,894	9,759	13,724	9,610	19,376	11,540	10,409	13,532	15,231	131,187	18	13,775	69
TOYOTA	10,775	11,390	16,078	16,292	14,964	18,988	16,171	29,936	16,762	16,656	21,058	23,318	212,388	0	72,354	0
VOLKSWAGEN	0	0	0	0	0	0	0	0	0	0	0	0	0	0	24,939	59
TOTAL SALES	510,567	552,042	639,631	667,444	710,478	640,673	603,409	685,365	609,742	524,166	473,613	455,686	7,872,816	0	7,526,334	0

*U.S.-built Volkswagen models sold after June 30, 1988 are included in import totals.

Compiled by Automotive News.

SALES/REGISTRATIONS

U.S. truck sales by manufacturer and segment

	14,000 & Less GVW Class 1-3	14,001-16,000 GVW Class 4	16,001-19,500 GVW Class 5	19,501-26,000 GVW Class 6	26,001-33,000 GVW Class 7	33,001 & Over GVW Class 8	Total 1989	Total 1988
Chrysler	186,755*						186,755	192,273
Dodge	548,429						548,429	571,036
Jeep	249,170						249,170	253,454
Toyota	221,694						221,694	247,077
Nissan	153,412						153,412	169,591
Mazda	78,539						78,539	93,287
Isuzu	103,373						103,373	90,405
Mitsubishi	38,707						38,707	43,516
Suzuki	24,172						24,172	57,064
Range Rover	4,822						4,822	3,427
Ford	1,376,346	25,648		9,526	32,531	13,994	1,458,045	1,523,215
Freightliner						23,381	23,381	24,164
Chevrolet	1,309,837		234	7,424	8,272		1,325,767	1,354,491
GMC	353,788		4,458	5,371	12,780		376,397	386,174
Oldsmobile	2,122						2,122	0
Pontiac	3,226						3,226	0
Kenworth					388	17,806	18,194	17,204
Mack				1,819	2,417	19,035	23,271	26,731
Mercedes-Benz				796	1,241		2,037	3,006
Navistar		226	152	11,795	31,341	34,671	78,185	84,909
Peterbilt					546	16,557	17,103	16,701
Volvo/GM Heavy					1,012	17,340	18,352	18,541
Hino	262		465	503	911		2,141	2,123
Nissan Diesel	582		762	435	611		2,390	2,043
Isuzu Truck	6,066	653	230	743	669		8,361	6,687
Mitsubishi Fuso	1,694		686	317	611		3,308	3,001
Scania						116	116	163
Iveco Trucks	1,422	504	256	175			2,357	2,816
Western Star						1,419	1,419	1,440
Other domestics				224	116	748	1,088	919
Grand Total-1989	4,664,418*	27,031	7,243	39,128	93,446	145,068	4,976,334	5,195,458
1988 Total	4,861,007*	21,181	8,268	53,599	103,042	148,361	5,195,468	4,962,940

SOURCE: Automotive News, MVMA
NOTE: 1988 year-to-date includes 10 Subaru Brats; Class 1-3 sales data reported by individual manufacturers. Class 4-8 reported by Motor Vehicle Manufacturers Association.
*—Class 1-3 sales are for light-duty trucks.

U.S. light truck sales by make model year 1989 vs. 1988

	1989	1988
Vans	176,961	187,591
Aerostar	192,685	177,039
Club Wagon	27,065	27,728
Ranger	273,336	303,666
Bronco	62,913	54,848
Bronco II	111,108	124,917
Pickups	589,772	588,452
Ford	**1,433,840**	**1,464,241**
Vans	120,240	129,148
Sportsvan	10,402	12,842
Geo Tracker	9,448	14
Astro	150,136	160,291
Lumina APV	68	0
S-10	241,866	235,452
S-10 Blazer	193,092	160,586
El Camino	0	2,567
Blazer	24,597	28,540
Suburban	68,414	64,845
Pickups	552,294	489,882
Chevrolet	**1,370,557**	**1,284,167**
Vans	69,788	56,634
Ram Wagon	25,292	26,642
Voyager	184,694	187,715
Caravan	203,786	205,223
Caravan C/V	14,913	19,019
Town & Country	968	0
Ram 50	31,939	56,342
Raider	9,703	9,382
Ramcharger	19,993	19,955
Dakota	88,673	91,850
Pickups	82,642	88,666
Chrysler	**732,391**	**761,428**
Vans	42,014	46,396
Safari	32,430	34,785
S-15	53,003	49,939
S-15 Jimmy	46,388	41,768
Jimmy	7,036	8,179
Caballero	0	325
Suburban	23,393	22,224
Pickups	153,938	137,003
P Model	3,743	4,919
W-4	1,403	1,549
GMC	**363,348**	**347,087**
Wrangler	51,788	39,962
Wagoneer	7,673	9,397
Cherokee	163,236	141,279
Grand Wagoneer	12,338	14,779
Comanche	27,399	39,224
J-10/J-20	0	454
Jeep	**262,434**	**245,095**
Toyota	229,209	257,643
Nissan	157,347	181,122
Mazda	81,047	98,012
Isuzu	98,154	82,633
Mitsubishi	40,028	46,858
Suzuki	26,334	66,607
Subaru	0	81
Range Rover	4,462	3,564
Imports	**636,581**	**736,520**
Industry Total	**4,799,151**	**4,838,538**

SOURCE: Automotive News

Recreational vehicle shipments in U.S. — 8 years

1989

(Total Shipments—395,700)

Travel trailers	90,300
Folding camping trailers	33,300
Truck campers	9,900
Motor homes	61,200
Van conversions	200,400

1988

(Total Shipments—427,300)

Travel trailers	96,900
Folding camping trailers	42,300
Truck campers	11,000
Motor homes	72,900
Van conversions	204,200

1987

(Total Shipments—400,200)

Travel trailers	92,800
Folding camping trailers	41,600
Truck campers	10,100
Motor homes	73,800
Van conversions	181,900

1986**

(Total Shipments—379,500)

Travel trailers	86,000
Truck campers	7,400
Camping trailers	36,500
Motor homes	67,700
Van conversions	181,900

1985**

(Total Shipments—359,200)

Travel trailers	82,900
Truck campers	6,900
Camping trailers	35,900
Motor homes	68,700
Van conversions	164,800

1984**

(Total Shipments—398,200)

Travel trailers	92,400
Truck campers	7,600
Folding camper trailers	40,900
Motor homes	82,000
Van conversions	175,300

1983**

(Total Shipments—358,000)

Travel trailers	90,000
Truck campers	6,800
Folding campers	37,500
Motor homes	69,500
Van conversions	154,200

1982**

(Total Shipments—258,000)

Travel trailers	65,500
Truck campers	5,700
Folding camping trailers	34,300
Motor homes	41,200
Van conversions	111,300

NOTES: **—Pickup covers no longer included in RVIA shipments.
*—Imports of Volkswagen Campmobile motor home included only in 1972-'74 totals.

SOURCE: Recreation Vehicle Industry Assn.

SALES/REGISTRATIONS

U.S. new-car inventories — 8 years

(Compiled by Automotive News)

	Unit Count	Days' Supply
1982		
January 1	1,471,053	107
February 1	1,431,983	97
March 1	1,325,073	70
April 1	1,246,648	58
May 1	1,260,633	66
June 1	1,212,727	52
July 1	1,364,214	78
August 1	1,377,130	83
September 1	1,379,434	88
October 1	1,350,366	69
November 1	1,295,704	69
December 1	1,164,338	52
1983		
January 1	1,125,989	65
February 1	1,180,291	71
March 1	1,248,384	68
April 1	1,235,313	55
May 1	1,193,296	53
June 1	1,194,510	47
July 1	1,209,000	47
August 1	1,102,103	48
September 1	1,108,570	55
October 1	1,195,755	55
November 1	1,224,092	48
December 1	1,307,756	55
1984		
January 1	1,357,995	63
February 1	1,477,399	63
March 1	1,537,290	59
April 1	1,579,155	56
May 1	1,541,985	53
June 1	1,467,214	47
July 1	1,445,799	52
August 1	1,297,864	47
September 1	1,277,484	57
October 1	1,266,201	54
November 1	1,296,182	51
December 1	1,405,417	58
1985		
January 1	1,417,164	63
February 1	1,565,456	65
March 1	1,603,527	59
April 1	1,572,998	53
May 1	1,615,026	52
June 1	1,546,188	50
July 1	1,576,762	58
August 1	1,579,595	65
September 1	1,413,483	51
October 1	1,242,071	36
November 1	1,433,567	65
December 1	1,605,832	78
1986		
January 1	1,629,649	73
February 1	1,767,086	72
March 1	1,867,265	73
April 1	1,906,998	76
May 1	1,945,048	70
June 1	1,866,853	62
July 1	1,859,576	63
August 1	1,725,524	69
September 1	1,557,291	63
October 1	1,291,280	35
November 1	1,412,637	68
December 1	1,531,295	71
1987		
January 1	1,506,557	58
February 1	1,734,299	105
March 1	1,869,591	81
April 1	1,945,438	74
May 1	1,912,132	72
June 1	1,910,805	77
July 1	1,900,096	75
August 1	1,657,974	71
September 1	1,436,835	57
October 1	1,396,454	57
November 1	1,558,931	80
December 1	1,686,501	83
1988		
January 1	1,682,600	79
February 1	1,676,858	79
March 1	1,608,461	62
April 1	1,574,529	58
May 1	1,571,272	63
June 1	1,597,668	57
July 1	1,663,109	60
August 1	1,406,740	58
September 1	1,315,919	59
October 1	1,385,938	60
November 1	1,487,638	66
December 1	1,611,631	73
1989		
January 1	1,585,922	67
February 1	1,724,158	85
March 1	1,797,544	78
April 1	1,822,224	77
May 1	1,835,840	69
June 1	1,844,144	67
July 1	1,847,283	75
August 1	1,565,308	65
September 1	1,449,478	57
October 1	1,439,179	59
November 1	1,549,532	77
December 1	1,658,503	88
1990		
January 1	1,669,374	92
February 1	1,463,881	70
March 1	1,466,579	66
April 1	1,478,891	64

Imported new-car inventories — 5 years

(Compiled by Automotive News)

	Unit Count	Days' Supply
1985		
January 1	259,033	33
February 1	262,990	33
March 1	250,216	31
April 1	221,179	29
May 1	262,444	34
June 1	297,000	29
July 1	310,221	31
August 1	291,871	29
September 1	293,268	31
October 1	280,248	29
November 1	276,006	28
December 1	304,079	31
1986		
January 1	338,315	28
February 1	329,798	36
March 1	333,893	37
April 1	338,084	37
May 1	346,487	38
June 1	387,911	37
July 1	400,106	40
August 1	443,244	40
September 1	437,297	41
October 1	391,724	36
November 1	425,608	42
December 1	455,303	41
1987		
January 1	473,165	38
February 1	471,547	62
March 1	531,520	58
April 1	539,759	57
May 1	567,879	61
June 1	606,583	58
July 1	650,508	60
August 1	628,337	54
September 1	606,500	51
October 1	547,966	48
November 1	565,743	56
December 1	583,128	57
1988		
January 1	677,306	61
February 1	661,940	72
March 1	702,748	75
April 1	670,608	67
May 1	689,099	73
June 1	676,481	63
July 1	634,143	58
August 1	631,517	61
September 1	606,740	58
October 1	582,350	59
November 1	603,043	65
December 1	627,074	66
1989		
January 1	664,909	66
February 1	682,152	82
March 1	720,056	87
April 1	713,783	79
May 1	698,896	72
June 1	661,545	66
July 1	663,418	67
August 1	646,072	67
September 1	585,196	55
October 1	532,265	59
November 1	583,854	68
December 1	621,558	74
1990		
January 1	663,736	86
February 1	650,549	81
March 1	644,857	80
April 1	668,662	79

Light-duty truck sales, 1984 - 1989 — a six-year history of the U.S. market

(U.S. built and import models)

	1984	1985	1986	1987	1988	1989
Vans	174,075	182,079	180,395	184,413	187,710	166,233
Aerostar	—	30,324	150,049	159,149	184,578	188,130
Club Wagon	32,103	31,575	27,374	27,300	27,818	25,566
Ranger	220,687	247,042	269,490	305,295	298,579	284,125
Bronco	47,589	52,281	49,588	51,782	55,124	62,563
Bronco II	98,049	104,934	103,020	120,905	124,109	108,990
Pickups	540,885	562,507	544,969	550,125	584,169	566,387
Total Ford	**1,113,388**	**1,210,742**	**1,324,885**	**1,398,969**	**1,462,087**	**1,401,994**
Vans	155,421	150,868	134,977	114,836	121,681	116,232
Sportvan	21,902	21,005	15,614	11,979	12,336	10,342
Geo Tracker	—	—	—	—	2,145	11,461
Astro	1,768	108,157	147,932	148,206	156,833	143,941
Lumina APV	—	—	—	—	—	9,776
S-10	188,661	210,051	203,416	224,807	248,768	228,691
S-10 Blazer	142,143	187,234	159,820	153,064	164,500	178,691
El Camino	22,997	21,816	21,508	13,743	420	—
Blazer	46,935	46,298	41,883	30,859	27,180	22,816
Suburban	50,843	58,906	61,226	57,982	66,897	65,426
Pickups	461,258	476,046	443,051	418,221	515,637	522,406
Total Chevrolet	**1,091,928**	**1,278,383**	**1,229,437**	**1,173,676**	**1,316,397**	**1,309,837**
Pontiac Trans Sport	—	—	—	—	—	3,226
Oldsmobile Silhouette	—	—	—	—	—	2,122
Vans	70,504	63,250	73,706	64,265	59,341	67,812
Ram Wagon	40,283	40,095	39,843	30,505	25,693	24,055
Voyager	82,793	106,492	110,083	140,799	192,273	184,943
Caravan	85,929	113,550	115,964	153,191	210,918	206,426
Caravan C/V	—	—	—	—	19,222	13,150
Town & Country	—	—	—	—	—	1,812
Mini Ram Van	21,794	22,785	14,587	13,851	—	—
Ram 50	51,298	70,317	78,706	65,593	53,283	28,967
Raider	—	—	4,768	19,539	7,861	9,450
Ramcharger	28,551	29,325	23,006	23,667	19,309	18,973
Dakota	—	—	29,045	99,045	93,396	89,294
Pickups	134,264	160,574	106,451	97,670	82,013	90,302
Total Chrysler	**515,416**	**606,388**	**596,159**	**708,125**	**763,309**	**735,184**
Vans	45,901	40,607	39,622	38,585	46,249	40,534
Safari	217	24,892	31,178	32,232	33,168	31,681
S-15	43,742	46,953	46,084	49,191	52,575	52,601
S-10 Jimmy	34,519	42,239	39,027	38,841	44,533	44,859
Jimmy	8,488	9,094	9,390	8,596	7,620	6,722
Caballero	2,702	2,604	2,542	1,706	60	—
Suburban	16,132	17,888	19,981	19,110	22,744	23,651
Pickups	121,704	121,435	112,799	115,839	141,329	148,661
P Model	7,036	6,442	4,665	5,602	4,145	3,696
W-4	—	90	1,292	1,534	1,576	1,391
Total GMC	[illegible]	**312,274**	[illegible]	**311,317**	[illegible]	[illegible]
Pickups	3,404	1,980	1,515	1,347	—	—
Wrangler/CJ	42,373	39,067	35,334	30,713	42,076	50,726
Wagoneer	19,889	14,102	12,800	12,239	9,138	6,537
Cherokee	69,054	98,874	107,219	111,945	149,566	156,118
Grand Wagoneer	19,081	17,809	17,254	14,102	14,482	10,715
Comanche	—	9,557	33,392	38,094	37,971	25,074
J-10/J-20	—	—	—	—	221	—
Total Jeep	**153,801**	**181,389**	**207,514**	**208,440**	**253,454**	**249,170**
Daihatsu	—	—	—	—	—	295
Toyota	264,183	329,930	384,150	303,783	247,077	221,694
Nissan	203,724	255,601	223,406	216,514	169,591	153,412
Mazda	119,127	115,464	157,127	123,699	93,287	78,539
Isuzu	45,379	78,149	88,720	86,990	90,405	103,373
Mitsubishi	17,613	26,739	34,985	51,862	43,516	38,707
Suzuki	—	2.646	47,732	83,334	57,327	24,172
Subaru	—	—	4,142	1,274	10	—
Range Rover	—	—	—	2,586	3,427	4,822
Total Imports	**650,026**	**808,529**	**940,262**	**870,042**	**704,640**	**625,014**
Total Industry	**3,805,090**	**4,397,705**	**4,604,837**	**4,670,468**	**4,872,896**	**4,680,335**

Compiled by Automotive News

SALES/REGISTRATIONS

U.S. car and light truck sales, shares — 1989 vs. 1988

Company	Car Sales		Truck Sales		Car & Truck Totals		% Share of Total Car & Truck Market		Share (Points)	Sales (Percent)	Sales (Units)
	1989	1988	1989	1988	1989	1988	1989	1988			
Alfa Romeo	2,912	4,476	—	—	2,912	4,476	0.02%	0.03%	- 0.01	- 34.94%	(1,564)
BMW	64,881	73,359	—	—	64,881	73,359	0.45	0.47	- 0.03	- 11.56	(8,478)
Buick	542,917	581,424	—	—	542,917	581,424	3.73	3.76	- 0.03	- 6.62	(38,507)
Cadiliac	266,899	266,548	—	—	266,899	266,548	1.83	1.72	0.11	0.13	351
Chevrolet	1,348,430	1,479,616	1,309,837	1,336,407	2,658,267	2,816,023	18.27	18.21	0.06	- 5.60	(157,756)
Chrysler	196,125	279,127	1,812	—	197,937	279,127	1.36	1.81	- 0.44	- 29.09	(81,190)
Daihatsu	15,118	11,460	295	—	15,413	11,460	0.11	0.07	0.03	34.49	3,953
Dodge	447,688	508,308	548,429	571,036	996,117	1,079,344	6.85	6.98	- 0.13	- 7.71	(83,227)
Eagle	69,719	65,997	—	—	69,719	65,997	0.48	0.43	0.05	5.64	3,722
Ford	1,502,878	1,596,671	1,401,994	1,462,087	2,904,872	3,058,758	19.97	19.78	0.19	- 5.03	(153,886)
GMC	**—**	**—**	**353,786**	**352,999**	**353,788**	**352,998**	**2.43**	**2.28**	**0.15**	**0.22**	**789**
Honda	**783,102**	**768,985**	**—**	**—**	**783,102**	**768,985**	**5.38**	**4.97**	**0.41**	**1.84**	**14,117**
Hyundai	**183,261**	**264,282**	**—**	**—**	**183,261**	**264,282**	**1.26**	**1.71**	**- 0.45**	**- 30.66**	**(81,021)**
Isuzu	**16,296**	**24,520**	**103,373**	**90,405**	**119,669**	**114,925**	**0.82**	**0.74**	**0.08**	**4.13**	**4,744**
Jaguar	**18,967**	**20,727**	**—**	**—**	**18,967**	**20,727**	**0.13**	**0.13**	**0.00**	**- 8.49**	**(1,760)**
Jeep	**—**	**—**	**249,170**	**253,454**	**249,170**	**253,454**	**1.71**	**1.64**	**0.07**	**- 1.69**	**(4,284)**
Lincoln	**200,315**	**191,624**	**—**	**—**	**200,315**	**191,624**	**1.38**	**1.24**	**0.14**	**4.54**	**8,691**
Maserati	**280**	**733**	**—**	**—**	**280**	**733**	**0.00**	**0.00**	**0.00**	**- 61.80**	**(453)**
Mazda	**263,378**	**256,050**	**78,539**	**93,287**	**341,917**	**349,337**	**2.35**	**2.26**	**0.09**	**- 2.12**	**(7,420)**
Mercedes	**75,714**	**83,627**	**—**	**—**	**75,714**	**83,627**	**0.52**	**0.54**	**- 0.02**	**- 9.46**	**(7,913)**
Mercury	474,673	501,469	—	—	474,673	501,469	3.26	3.24	0.02	- 5.34	(26,796)
Mitsubishi	111,769	69,975	38,707	43,516	150,476	113,491	1.03	0.73	0.30	32.59	36,985
Nissan	510,004	472,870	153,412	169,591	663,416	642,461	4.56	4.15	0.41	3.26	20,955
Oldsmobile	600,037	715,270	2,122	—	602,159	715,270	4.14	4.63	- 0.49	- 15.81	(113,111)
Peugeot	6,054	6,712	—	—	6,054	6,712	0.04	0.04	0.00	- 9.80	(658)
Plymouth	306,161	337,862	184,943	192,273	491,104	530,135	3.38	3.43	- 0.05	- 7.36	(39,031)
Pontiac	678,968	779,156	3,226		682,194	779,156	4.69	5.04	- 0.35	- 12.44	(96,962)
Porsche	9,476	15,732	—	—	9,476	15,732	0.07	0.10	- 0.04	- 39.77	(6,256)
Range Rover	—	—	4,822	3,427	4,822	3,427	0.03	0.02	0.01	40.71	1,395
Saab	31,576	38,490	—	—	31,576	38,490	0.22	0.25	- 0.03	- 17.96	(6,914)
Sterling	**5,907**	**8,901**	**—**	**—**	**5,907**	**8,901**	**0.04**	**0.06**	**- 0.02**	**- 33.64**	**(2,994)**
Subaru	**136,112**	**155,946**	**—**	**10**	**136,112**	**155,956**	**0.94**	**1.01**	**- 0.07**	**- 12.72**	**(19,844)**
Suzuki	**6,009**	**524**	**24,172**	**57,327**	**30,181**	**57,851**	**0.21**	**0.37**	**- 0.17**	**- 47.83**	**(27,670)**
Toyota	**723,659**	**688,883**	**221,694**	**247,077**	**945,353**	**935,960**	**6.50**	**6.05**	**0.45**	**1.00**	**9,393**
Volvo	**102,620**	**98,497**	**—**	**—**	**102,620**	**98,497**	**0.71**	**0.64**	**0.07**	**4.19**	**4,123**
VW	**154,933**	**191,741**	**—**	**—**	**154,933**	**191,741**	**1.06**	**1.24**	**- 0.17**	**- 19.20**	**(36,808)**
Yugo	**10,576**	**31,545**	**—**	**—**	**10,576**	**31,545**	**0.07**	**0.20**	**- 0.13**	**- 66.47**	**(20,969)**
Total Chrysler	**1,019,693**	**1,191,294**	**984,354**	**1,016,763**	**2,004,047**	**2,208,057**	**13.78**	**14.28**	**- 0.50**	**- 9.24**	**(204,010)**
Total Ford	**2,177,866**	**2,289,764**	**1,401,994**	**1,462,087**	**3,579,860**	**3,751,851**	**24.61**	**24.26**	**0.35**	**- 4.58**	**(171,991)**
Total GM	**3,437,251**	**3,822,014**	**1,668,973**	**1,689,406**	**5,106,224**	**5,511,420**	**35.10**	**35.64**	**- 0.54**	**- 7.35**	**(405,196)**
Total U.S.	**6,634,810**	**7,303,072**	**4,055,321**	**4,168,256**	**10,690,131**	**11,471,328**	73.48	74.18	- 0.70	- 6.81	(781,197)
Total Europe	**483,896**	**574,540**	**4,822**	**3,427**	**488,718**	**577,967**	3.36	3.74	- 0.38	- 15.44	(89,249)
Total Japan	2,565,447	2,449,213	620,192	701,213	3,185,639	3,150,426	21.90	20.37	- 1.53	1.12	35,213
Total Asia	**2,748,708**	**2,713,495**	**620,192**	**701,213**	**3,368,900**	**3,414,708**	23.16	22.08	1.08	- 1.34	(45,808)
TOTAL	**9,867,414**	**10,591,107**	**4,680,335**	**4,872,896**	**14,547,749**	**15,464,003**	—	—	—	- **5.93**	**(916,254)**

U.S. car sales by make model year 1989 vs. 1988

	1989	1988
Alfa Romeo	3,306	4,959
American Honda	794,450	776,681
BMW	69,960	73,724
Buick	573,280	566,261
Cadillac	275,600	259,400
Chevrolet	1,408,979	1,468,878
Chrysler	214,720	300,191
Daihatsu	13,763	8,566
Dodge	474,989	480,733
Eagle	75,214	58,327
Ford	1,583,689	1,535,145
Hyundai	201,358	267,099
Isuzu	19,223	28,844
Jaguar	19,696	21,492
Lexus	4,554	0
Lincoln	203,890	183,333
Maserati	304	887
Mazda	262,343	256,823
Mercedes	76,152	86,024
Mercury	495,136	499,881
Mitsubishi	98,742	70,334
Nissan	509,162	479,619
Oldsmobile	653,127	694,464
Peugeot	6,372	7,536
Plymouth	313,097	338,378
Pontiac	734,658	740,928
Porsche	10,609	16,778
Saab	34,901	39,829
Sterling	5,951	10,882
Subaru	150,701	162,932
Suzuki	5,352	0
Toyota	740,371	687,198
Volvo	102,625	93,620
VWoA	156,996	204,233
Yugo	13,895	35,652
TOTAL	10,307,165	10,459,631
TOTAL GM	3,645,644	3,729,931
TOTAL FORD	2,282,715	2,218,359
TOTAL CHRYSLER	1,078,020	1,177,629
TOTAL JAPANESE	2,598,661	2,470,997
TOTAL EUROPEAN	500,767	595,616
TOTAL KOREAN	201,358	267,099

Big 3 totals include their captive imports.

Source: Automotive News

U.S. new car registrations over 15 years

Year	*American Motors	Plymouth	Dodge	**Eagle	Chrysler	Imperial	Chrysler Motors	Ford Div.	Mercury	Lincoln
1975—	307,618	404,408	344,697	....	212,809	4,764	966,678	1,481,169	332,173	91,496
1976—	247,032	526,957	460,647	....	271,061	411	1,259,076	1,665,619	408,121	115,801
1977—	182,539	436,027	448,128	....	303,480	....	1,187,635	1,791,414	489,160	172,853
1978—	157,797	394,534	427,946	....	189,631	....	1,112,111	1,769,077	560,299	178,873
1979—	156,926	323,225	367,387	....	243,842	....	934,454	1,475,178	498,326	128,262
1980—	**150,878**	**236,522**	**250,556**	**—**	**138,385**	**—**	**625,463**	**1,046,887**	**326,361**	**72,740**
1981—	**133,455**	**335,691**	**311,824**	**—**	**87,165**	**4,940**	**739,620**	**975,312**	**340,868**	**61,775**
1982—	**106,706**	**243,519**	**252,183**	**—**	**169,275**	**2,603**	**667,580**	**889,470**	**316,293**	**87,820**
1983—	**190,797**	**258,684**	**307,633**	**—**	**254,175**	**1,264**	**820,492**	**1,034,732**	**395,041**	**97,206**
1984—	**188,752**	**281,897**	**269,722**	**—**	**321,303**	**—**	**872,922**	**1,296,004**	**520,868**	**144,548**
1985—	128,318	324,257	425,755	....	371,292	....	1,121,304	1,364,829	515,895	164,295
1986—	72,008	351,543	441,694	....	351,741	....	1,143,103	1,364,434	477,874	169,805
1987—	44,526*	344,656	408,333	44,740	297,401	....	1,095,130	1,421,299	464,382	167,290
1988—	....	333,224	496,416	62,030	283,848	....	1,175,518	1,577,815	481,396	190,506
1989—	....	304,911	454,993	70,897	201,117	....	1,034,153	1,528,647	468,165	197,971

Year	Ford Motor Co.	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	General Motors	Imports†	Misc. Domestics	Total
1975—	1,904,838	489,290	256,135	1,749,877	604,882	478,142	3,578,326	1,500,928	3,452	8,261,840
1976—	2,189,541	700,778	293,716	2,035,858	867,485	706,460	4,604,297	1,446,637	4,902	9,751,485
1977—	2,453,427	735,396	325,724	2,205,566	953,875	800,230	5,020,791	1,976,512	5,330	10,926,234
1978—	2,508,249	762,532	335,053	2,294,990	967,896	857,083	5,217,554	1,946,094	4,299	10,946,104
1979—	2,101,766	687,182	307,897	2,106,404	931,836	774,525	4,807,844	2,351,053	4,652	10,356,695
1980—	**1,445,988**	**767,544**	**212,557**	**1,725,874**	**807,000**	**612,794**	**4,065,769**	**2,468,809**	**3,650**	**8,760,557**
1981—	**1,377,955**	**718,304**	**224,458**	**1,437,091**	**830,892**	**546,936**	**3,757,681**	**2,431,680**	**3,528**	**8,443,919**
1982—	**1,293,583**	**713,671**	**240,197**	**1,222,624**	**775,702**	**461,149**	**3,413,343**	**2,268,631**	**2,499**	**7,754,342**
1983—	**1,526,979**	**818,256**	**291,552**	**1,310,503**	**971,229**	**536,404**	**3,927,944**	**2,457,357**	**617**	**8,924,186**
1984—	**1,961,420**	**919,904**	**310,257**	**1,546,098**	**1,028,774**	**695,381**	**4,501,324**	**2,523,874**	**287**	**10,129,729**
1985—	2,045,019	851,031	301,228	1,577,349	1,067,881	785,098	4,582,587	3,011,132	248	10,888,608
1986—	2,012,113	757,328	300,090	1,367,002	1,044,444	829,650	4,624,746	3,444,190	77	11,139,842
1987—	2,066,470	557,095	258,991	1,496,074	717,262	698,143	3,727,565	3,276,415	80	10,165,660
1988—	2,262,002	578,652	259,772	1,469,632	708,449	759,594	3,776,101	3,265,907	156	10,479,931
1989—	2,205,598	550,060	271,297	1,354,854	609,706	695,437	3,481,611	3,131,061	194	9,852,617

NOTES: 1986 data has been changed because of revisions in Massachusetts' registrations. Manufacturers' sales records were used to compile Oklahoma's numbers in 1986.

*—American Motors was acquired by Chrysler Corp. in 1987. **—Eagle is part of Chrysler Motors.

†—Imports do not include U.S.-based manufacturers' captive imports.

SOURCE: R.L. Polk & Co.

SALES/REGISTRATIONS

New-car registrations in the United States declined 627,314 units to 9,852,617 in 1989. That was 6.00 percent below 1988's 10,479,931 units, third-highest count in the past decade.

Registrations of U.S.-built cars in 1989 slumped to 6,313,174, trailing 1988 by 457,079 units or 6.75 percent. The 1988 total was 6,770,253.

Import-car registrations dropped 170,435 units or 4.60 percent, but captured 35.92 percent of 1989's total U.S. car market.

In 1989, Big 3 captive imports' share of new-car registrations slipped by 35,589 units or 8.02 percent. Captive imports accounted for a slightly lower 11.54 percent share of import-car registrations. Other imports declined by 134,846 units or 4.13 percent to 3,131,061 in 1989.

Record years for car registrations

1973	11,350,995
1986	11,139,842
1978	10,946,104
1985	10,888,608
1977	10,826,234
1972	10,487,794
1988	10,479,931
1979	10,356,695
1984	10,128,729
1987	10,122,154
1989	**9,852,617**
1971	9,830,626
1976	9,751,485
1969	9,446,524
1968	9,403,862
1965	9,313,912
1966	9,008,488
1983	8,924,186
1980	8,760,937
1974	8,701,094
1981	8,443,919
1970	8,388,204
1967	8,357,421
1975	8,261,840
1964	8,065,150
1982	7,754,342
1963	7,556,717
1955	7,169,908
1962	6,938,863
1960	6,576,650
1950	6,326,438
1959	6,041,275

U.S. new-car registrations for calendar 1989 vs. 1988

(Based on R.L. Polk & Co. Statistical Report)

	1989	1988
Chrysler Conquest	5,702	9,647
Imperial	1,467	
LeBaron Landau	3	
LeBaron/LeBaron GTS	5,987	35,418
LeBaron SW	63	2,626
LeBaron Coupe/Conv.	86,655	102,566
New Yorker Turbo	271	14,736
New Yorker/Landau	76,910	80,005
Salon	2,020	
Fifth Avenue	11,976	38,850
Fifth Avenue (fwd)	10,363	
Total	201,117	263,848
Plymouth Colt	24,644	32,960
Colt DL SW	4,179	4,772
Colt Vista SW	6,469	9,327
Horizon	39,894	59,777
Sundance	85,907	87,320
Turismo		1,401
Reliant	35,539	94,747
Reliant SW	163	15,777
Laser	18,839	
Caravelle	829	14,542
Gran Fury	1,584	10,328
Acclaim	86,864	2,273
Total	304,911	333,224
Chrysler/Plymouth Total	506,028	617,072
Dodge Colt	26,315	37,108
Colt DL SW	4,503	5,493
Colt Vista SW	6,917	10,273
Omni	40,763	58,344
Shadow	83,575	89,259
Charger		1,630
Daytona	66,719	70,472
Aries	35,427	86,597
Aries SW	142	14,771
Lancer	3,592	10,782
600	894	13,835
Dynasty	111,911	76,834
Diplomat	3,227	18,580
Spirit	71,008	2,438
Monaco		
Total	454,993	495,416
Eagle Summit	19,468	3,631
Alliance		4,714
Eagle	18	1,497
Premier	40,983	37,534
Medallion	4,519	14,654
Talon	5,909	
Total	70,897	62,030
T/C By Maserati	2,235	
Total Chrysler	**1,034,153**	**1,175,518**
Ford Festiva*	69,653	67,577
Escort	309,372	338,088
Escort SW	34,888	46,904
Mustang	164,364	169,567
Probe	135,545	68,129
Tempo	234,595	278,714
Taurus	267,353	286,094
Taurus SW	83,683	90,877
Crown Victoria	97,403	99,231
Crown Victoria SW	10,990	14,118
Thunderbird	120,801	118,516
Total	1,528,647	1,577,815
Lincoln Town Car	118,427	123,808
Mark VII	23,301	22,953
Continental		533
Continental (fwd)	56,243	43,212
Total	197,971	190,506
XR4Ti Total*	4,516	5,869
Scorpio Total*	6,299	6,416
Mercury Lynx		2,241
Lynx SW		760
Tracer	49,897	48,248
Tracer SW	8,744	8,478
Capri*		
Topaz	86,449	85,945
Sable	86,290	92,695
Sable SW	25,987	25,445
Cougar	99,117	102,424
Grand Marquis	104,432	106,172
Grand Marquis SW	7,249	8,988
Total	468,165	481,396
Lincoln-Mercury Total	676,951	684,187
Total Ford	**2,205,598**	**2,262,002**
Buick Reatta	7,929	3,893
Skyhawk	15,972	23,986
Skyhawk SW	1,447	2,094
Somerset/Skylark	63,768	58,037
Century	127,693	120,054
Century SW	8,149	10,329
Regal		9,646
Regal (fwd)	79,315	113,565
LeSabre	140,679	129,827
Electra/Park Avenue	78,072	86,718
Buick SW	7,717	9,214
Riviera	19,319	11,289
Total	550,060	578,652
Cadillac DeVille/Fleetwood	172,360	151,882
Fleetwood 60 Special	2,031	1,324
Cimarron	454	5,907
Brougham/Chassis	39,205	44,518
Eldorado	30,505	30,766
Seville	23,630	22,184
Allante	3,112	3,191
Total	271,297	259,772
Chevrolet Nova/Geo Prizm	87,276	97,073
Sprint/Geo Metro*	53,393	49,577
Spectrum/Storm	62,601	68,268
Storm SW*		
Corsica	190,467	194,709
Beretta	145,718	180,181
Camaro	98,735	99,072
Cavalier	278,277	278,258
Cavalier SW	24,103	28,711
Celebrity	106,779	201,834
Celebrity SW	34,056	50,613
Lumina	101,648	
Monte Carlo	1,250	30,196
Caprice	127,813	138,383
Caprice SW	19,923	29,809
Corvette	22,815	22,928
Total	1,354,854	1,469,632
Oldsmobile Firenza	763	8,468
Firenza SW	96	1,110
Calais	96,960	104,843
Cutlass Ciera	179,463	219,193
Cutlass Ciera SW	14,698	16,329
Cutlass Supreme	1,342	24,451
Cutlass Supreme (fwd)	100,251	87,676
Delta 88	131,171	146,916
98	66,789	73,738
Custom Cruiser SW	8,408	10,671
Toronado	9,765	15,054
Total	609,706	708,449
Pontiac LeMans*	48,071	61,404
Sunbird	102,544	80,624
Sunbird SW	114	1,686
Fiero	2,833	24,111
Firebird	55,666	57,421
Grand Am	208,629	226,053
6000	63,256	87,970
6000 SW	6,203	8,780
Grand Prix		1,643
Grand Prix (fwd)	114,584	96,090
Safari SW	4,138	6,757
Bonneville	89,399	107,055
Total	695,437	759,594
GM Lotus*	257	249
Total GM	**3,481,611**	**3,776,348**
Domestic station wagons	292,235	397,835
Import station wagons	193,919	236,494
Misc. Domestic	**194**	**156**
Domestic Sponsored Imports	**408,382**	**443,971**
Other Imports	**3,131,061**	**3,265,907**
Total	**3,539,443**	**3,709,878**
Grand Total All Registrations	**9,852,617**	**10,479,931**

SOURCE: R.L. Polk & Co

*Domestic-captive imports

Market shares for 36 years — U.S. car registrations by company

Year	GM	Ford	Chrysler	AMC*	Studebaker-Packard	Kaiser-Fraser, Willys	Miscellaneous Domestic	Imports
1954	50.70	30.83	12.90	2.01	2.43	0.47	0.07	0.59
1955	50.76	27.63	16.82	1.81	2.06	0.10	0.01	0.81
1956	50.78	28.45	15.48	1.81	1.76	—	0.07	1.65
1957	44.85	30.39	18.33	1.77	1.13	—	0.07	3.46
1958	46.36	26.44	13.92	4.01	1.08	—	0.07	8.12
1959	42.10	28.12	11.30	6.01	2.21	—	0.08	10.17
1960	43.64	26.60	14.01	6.42	1.82	—	0.13	7.58
1961	46.53	28.53	10.79	6.33	1.23	—	0.12	6.47
1962	51.87	26.30	9.61	6.10	1.12	—	0.11	4.89
1963	51.04	24.87	12.37	5.67	0.85	—	0.10	5.10
1964	49.08	26.01	13.81	4.71	0.32	—	0.07	6.00
1965	50.07	25.47	14.67	3.49	0.13	—	0.06	6.11
1966	48.13	26.08	15.39	2.95	0.06	—	0.08	7.31
1967	49.53	22.15	16.05	2.85	—	—	0.10	9.32
1968	46.73	23.70	16.25	2.76	—	—	0.08	10.48
1969	46.79	24.25	16.12	2.94	—	—	0.06	[illegible]
1970	39.73	26.42	16.09	3.03	—	—	0.05	14.68
1971	45.16	23.52	13.71	2.50	—	—	0.06	15.05
1972	44.40	24.30	13.80	2.83	—	—	0.05	14.52
1973	44.32	23.50	13.33	3.45	—	—	0.06	15.1[illegible]
1974	41.89	24.96	13.56	3.79	—	—	0.06	15.74
1975	43.31	23.06	11.70	3.72	—	—	0.04	18.17
1976	47.22	22.45	12.91	2.53	—	—	0.05	14.84
1977	46.37	22.66	10.97	1.69	—	—	0.04	18.26
1978	47.67	22.91	10.16	1.44	—	—	0.05	17.78
1979	46.42	20.29	9.02	1.52	—	—	0.05	22.70
1980	46.41	16.51	7.14	1.72	—	—	0.04	28.18
1981	44.50	16.32	8.78	1.59	—	—	0.04	28.77
1982	44.02	16.68	8.61	1.08	—	—	0.03	29.57
1983	44.01	17.11	9.19	2.14	—	—	0.01	27.54
1984	44.44	19.26	9.51	1.86	—	—	0.00	24.93
1985	42.83	18.86	11.23	1.18	—	—	0.00	25.90
1986	41.51	18.19	11.47	0.65	—	—	0.00	28.18
1987	36.70	20.33	10.77	—	—	—	0.00	32.23
1988	36.03	21.58	11.22	—	—	—	0.00	31.17
1989	35.34	22.39	10.50	—	—	—	0.00	**31.77

SOURCE: R.L. Polk & Co. *—And predecessors. (American Motors was acquired by Chrysler Corp. in 1987.) Chart includes domestic-sponsored imports for 1985, 1986 and 1987. **—Imports do not include Big 3 captive imports

SALES/REGISTRATIONS

1989 new car registrations in U.S. by state

(compiled by R.L. Polk & Co.)

(compiled by R.L. Polk & Co.)

State	Year	Eagle	Chrysler	Dodge	Plymouth	CHRYSLER TOTAL	Ford	Lincoln	Mercury	FORD TOTAL	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	GM TOTAL	Acura	Honda	Nissan	Toyota	Misc.	TOTAL INDUSTRY
Alabama	'89	898	2,242	3,801	2,486	9,432	15,709	2,136	4,938	22,331	8,375	3,269	19,387	8,306	10,130	49,468	1,283	8,613	7,131	5,799	11,560	116,117
	'88	698	3,508	4,667	2,921	11,794	17,707	2,011	5,274	25,070	9,020	3,512	22,770	9,917	12,387	57,610	1,367	9,053	7,829	6,977	13,914	133,614
Alaska	'89	256	238	916	695	2,105	3,046	89	711	3,849	358	90	1,854	430	715	3,447	257	1,035	590	887	2,922	15,092
	'88	140	329	680	572	1,721	2,312	86	631	3,036	402	124	1,747	503	656	3,432	255	1,110	411	554	2,704	13,223
Arizona	'89	634	3,135	3,883	3,458	11,129	16,867	1,743	3,659	22,316	5,862	3,528	14,342	5,039	6,786	35,560	1,270	9,307	9,255	6,995	10,430	106,262
	'88	636	3,411	3,795	3,686	11,528	16,338	2,098	3,799	22,312	5,968	2,863	13,507	5,197	7,004	34,543	1,318	8,420	7,653	6,703	12,915	105,392
Arkansas	'89	503	1,492	3,341	1,792	7,141	11,061	1,309	3,852	16,250	3,908	2,194	10,792	5,889	5,907	28,690	449	3,849	3,479	2,842	4,361	67,061
	'88	490	2,063	3,456	1,755	7,764	10,668	1,173	3,493	15,375	3,960	2,236	10,459	6,592	5,497	28,744	272	3,964	2,625	3,128	5,659	67,531
California	'89	5,544	18,978	32,239	21,963	79,542	173,898	18,354	36,322	230,196	34,367	34,904	100,497	38,073	38,549	246,456	36,150	116,186	85,749	134,846	207,305	1,136,430
	'88	4,511	28,305	39,517	23,865	96,198	165,187	17,849	34,717	219,395	37,158	31,338	105,731	47,897	46,007	268,172	32,472	116,850	85,308	133,941	254,216	1,206,552
Colorado	'89	1,202	2,330	4,818	3,430	11,806	19,671	2,135	4,528	[illegible]	5,394	2,818	14,830	6,204	6,669	[illegible]	1,845	10,458	5,881	9,771	19,822	121,377
	'88	833	2,504	4,495	3,858	11,390	17,586	1,738	4,618	24,082	5,317	2,278	12,745	5,865	6,789	32,907	1,824	9,676	4,182	8,388	20,476	112,635
Connecticut	'89	1,462	2,561	6,386	5,681	16,172	23,091	2,467	6,742	32,440	9,586	3,406	18,654	9,236	8,585	49,464	3,873	13,570	7,004	11,660	30,758	164,960
	'88	1,396	4,893	7,586	6,866	20,733	24,006	2,913	7,670	34,673	11,183	3,385	22,074	11,530	9,786	57,963	3,469	15,346	6,803	11,956	38,122	196,940
Delaware	'89	334	780	2,120	1,437	4,676	7,121	749	2,389	10,279	2,720	921	7,833	4,046	3,351	18,874	651	2,872	2,580	1,981	8,416	50,240
	'88	316	1,201	2,105	1,555	5,177	7,884	770	2,388	10,924	3,171	801	8,016	4,397	3,927	21,403	505	2,828	2,101	1,808	10,080	54,864
D. of Columbia	'89	149	382	513	725	1,774	2,316	327	[illegible]	3,273	794	525	2,598	[illegible]	780	5,406	421	1,761	1,368	3,337	3,357	20,767
	'88	161	632	779	904	2,536	3,187	367	865	4,472	789	895	3,066	1,466	945	6,788	368	1,817	2,211	2,288	4,834	25,267
Florida	'89	3,862	23,669	43,347	21,643	92,621	106,156	26,323	36,710	169,787	52,838	32,389	120,387	37,808	52,377	295,013	10,522	38,581	36,145	51,474	82,740	776,843
	'88	2,282	25,622	46,662	20,813	95,419	105,735	22,460	34,832	[illegible]	48,294	32,068	123,777	41,044	38,418	285,220	9,863	36,722	37,589	58,795	93,808	808,824
Georgia	'89	1,801	4,585	9,725	5,980	22,112	41,480	5,838	11,783	59,309	11,694	7,235	34,516	13,975	18,654	86,090	3,200	20,855	13,188	15,826	31,009	251,579
	'88	1,474	7,129	9,469	6,822	24,894	44,107	4,416	12,453	61,263	12,718	6,476	35,610	17,653	20,338	92,805	2,855	19,960	13,668	18,958	37,834	272,237
Hawaii	'89	312	710	2,070	1,226	4,320	8,907	1,515	2,641	13,076	2,458	1,267	5,884	2,275	3,484	15,368	1,087	6,775	6,834	6,455	5,978	59,893
	'88	172	1,104	2,510	1,359	5,145	7,038	1,012	1,815	9,889	1,725	1,081	3,881	1,703	2,260	10,660	857	6,733	8,802	7,939	6,253	56,278
Idaho	'89	289	387	1,129	600	2,412	3,125	258	2,069	5,476	1,257	391	2,582	1,272	1,570	7,072	91	1,531	791	1,528	3,216	22,117
	'88	148	672	1,273	740	2,833	2,899	240	1,763	4,950	1,080	345	2,519	1,391	1,392	6,727	58	1,621	676	1,297	3,857	22,019
Illinois	'89	3,209	11,159	24,913	16,967	56,387	89,793	11,879	31,332	133,498	39,208	17,181	90,897	42,228	47,487	237,024	6,070	32,024	17,464	28,243	57,684	568,394
	'88	2,832	14,778	25,429	16,695	59,734	104,621	10,915	33,413	149,569	39,712	16,439	94,348	48,755	52,286	251,557	6,944	32,264	14,974	26,678	60,936	602,656
Indiana	'89	1,540	3,841	8,120	6,257	19,779	28,299	2,654	9,431	40,550	15,383	5,041	33,646	18,381	17,704	90,156	1,049	7,824	4,976	7,708	12,342	184,384
	'88	1,436	5,882	8,910	6,688	22,916	29,665	2,432	9,914	42,217	16,027	4,743	34,605	20,659	19,320	95,358	828	8,012	3,883	7,738	11,621	192,573
Iowa	'89	529	1,403	4,377	2,640	9,045	14,317	[illegible]	5,429	20,694	7,855	1,678	14,495	8,670	7,981	40,769	481	3,563	1,310	3,000	4,186	83,469
	'88	558	2,887	5,878	2,486	10,196	14,486	864	5,216	20,612	8,850	1,672	16,229	9,450	8,219	44,228	271	3,835	1,852	2,866	3,620	87,171
Kansas	'89	592	1,520	2,901	1,944	6,970	12,981	949	4,114	18,065	4,704	1,486	9,281	5,639	6,635	27,705	654	4,904	2,790	3,669	5,782	70,676
	'88	440	2,372	3,847	2,286	8,215	13,791	860	4,800	18,810	5,112	1,380	10,315	6,981	6,515	30,402	665	5,464	2,363	3,654	6,243	76,216
Kentucky	'89	746	1,882	5,596	3,187	11,387	16,380	1,975	4,478	22,941	5,978	2,687	16,710	6,779	8,975	41,682	497	5,021	5,350	7,464	6,751	100,400
	'88	640	3,139	6,125	3,660	13,567	17,947	1,787	4,787	[illegible]	6,380	2,831	[illegible]	8,214	9,272	43,680	565	4,828	5,180	5,968	8,029	108,319
Louisiana	'89	1,626	2,367	5,243	3,399	11,946	20,244	2,844	6,339	29,403	6,717	2,959	17,016	8,757	9,192	44,634	1,345	8,860	7,580	12,280	14,880	120,387
	'88	633	3,445	5,342	3,552	12,972	20,887	2,993	6,230	29,980	6,309	3,478	16,672	10,586	10,944	48,215	1,665	6,738	7,825	11,886	15,012	136,550
Maine	'89	417	540	2,975	1,919	5,854	8,084	582	2,929	11,596	3,001	397	7,534	3,364	2,759	17,785	101	2,025	1,490	2,670	6,619	48,452
	'88	277	918	3,314	2,190	6,759	8,156	485	3,118	11,759	2,873	388	8,454	3,085	3,319	18,839	76	1,825	1,380	2,253	7,619	50,551
Maryland	'89	2,419	4,378	17,365	8,579	32,772	50,642	3,494	10,227	64,641	13,844	4,620	41,198	18,378	16,889	94,932	4,338	19,363	13,242	20,181	31,749	281,218
	'88	1,902	6,837	17,884	10,600	37,223	55,199	3,754	11,575	70,803	13,620	4,353	46,380	21,672	19,671	105,701	3,923	18,046	13,950	19,491	38,340	307,477
Massachusetts	'89	2,033	5,451	11,671	10,707	29,898	38,081	5,811	17,898	62,033	12,733	5,534	33,754	16,557	16,688	85,268	3,385	19,329	14,532	25,662	42,126	282,233
	'88	2,097	9,130	16,637	12,814	40,678	45,255	7,965	20,856	74,485	16,966	6,019	50,018	20,723	23,020	116,751	3,643	23,032	15,743	25,750	63,098	363,180
Michigan	'89	5,115	13,893	29,736	18,136	67,003	94,029	13,404	32,705	142,555	33,318	13,863	71,110	34,724	52,354	205,373	1,802	11,892	4,415	10,197	17,226	460,463
	'88	4,121	18,923	29,987	17,126	70,157	93,892	11,254	32,971	140,147	36,459	13,627	71,308	39,484	56,137	217,019	2,002	12,623	3,965	8,892	18,652	473,457
Minnesota	'89	961	2,461	9,370	6,188	19,011	28,449	1,765	8,622	38,936	12,294	2,960	24,200	15,324	13,949	68,730	1,319	6,906	2,757	7,640	12,968	158,267
	'88	882	4,619	11,106	8,555	25,162	28,552	1,938	8,965	39,566	11,900	2,777	24,619	17,167	14,649	71,112	1,593	7,230	2,244	6,401	12,939	166,247
Mississippi	'89	460	1,119	2,300	1,601	5,482	9,609	1,199	3,089	13,924	4,761	1,783	8,593	4,319	5,414	25,370	288	3,206	5,484	4,691	5,369	63,814
	'88	393	1,656	2,106	1,593	5,748	9,712	1,255	3,179	14,185	4,552	1,738	9,399	5,274	5,694	26,657	264	3,022	6,869	4,726	5,988	67,459
Missouri	'89	1,250	4,086	11,848	6,120	22,412	37,816	3,124	[illegible]	[illegible]	11,224	5,471	[illegible]	[illegible]	16,222	81,171	[illegible]	9,822	7,677	12,442	[illegible]	[illegible]
	'88	980	5,415	10,159	5,988	22,442	37,887	3,022	10,604	[illegible]	[illegible]	4,661	30,051	17,416	16,331	[illegible]	[illegible]	8,601	5,676	11,145	17,394	[illegible]
Montana*	'89	211	380	649	776	2,270	3,272	212	987	4,467	1,441	286	[illegible]	1,611	1,469	7,066	55	1,533	1,020	1,071	2,520	20,571
	'88	181	514	736	711	2,186	2,818	136	822	3,787	1,416	237	[illegible]	1,849	1,139	7,574	48	1,669	810	865	2,080	19,529
Nebraska	'89	190	1,136	1,684	1,516	4,734	7,287	667	2,498	10,400	3,082	1,681	7,286	3,765	4,386	20,300	327	2,082	1,306	1,651	2,880	45,180
	'88	295	1,671	2,066	1,523	5,455	6,830	690	2,467	10,013	4,076	1,680	7,351	4,412	4,155	[illegible]	297	2,588	1,326	1,543	2,412	44,836
Nevada	'89	279	1,320	3,338	1,408	6,336	7,030	1,295	2,630	[illegible]	2,888	2,599	5,403	2,420	2,988	16,389	635	3,416	2,443	3,688	6,095	50,988
	'88	215	1,414	3,169	1,867	6,346	7,614	1,236	2,682	[illegible]	2,287	1,716	5,538	2,489	2,667	14,642	590	3,482	1,868	3,696	7,323	49,288
New Hampshire	'89	456	890	2,565	1,582	5,585	7,785	949	2,975	11,579	2,578	880	8,296	3,180	3,387	18,406	675	3,724	2,592	5,374	10,867	59,267
	'88	588	1,307	3,094	2,409	[illegible]	9,377	1,261	[illegible]	[illegible]	3,075	842	[illegible]	3,773	4,827	[illegible]	842	[illegible]	[illegible]	3,340	14,719	[illegible]
New Jersey	'89	2,747	7,875	16,227	13,140	40,065	60,008	11,244	25,532	97,241	21,901	10,494	44,229	21,779	24,078	122,493	6,370	27,905	23,469	31,618	67,342	416,503
	'88	2,693	11,824	20,147	13,513	48,177	64,922	12,185	26,930	104,759	25,648	10,372	58,730	27,382	28,309	150,454	5,184	28,636	22,939	27,213	75,283	462,645
New Mexico	'89	476	1,114	2,614	1,521	5,733	7,464	908	2,700	11,092	2,291	814	6,627	2,514	3,392	15,640	454	2,250	2,186	2,972	5,197	45,524
	'88	295	1,395	2,818	1,694	6,202	9,201	911	2,540	12,683	1,983	757	6,757	2,526	3,368	15,391	431	2,196	1,917	2,840	5,998	47,658
New York	'89	6,098	13,298	33,933	26,453	79,885	75,736	15,025	27,945	119,180	31,871	16,183	81,007	37,426	41,417	207,931	15,635	44,320	35,572	45,785	99,274	647,582
	'88	5,572	18,737	40,995	30,693	95,997	81,956	16,229	30,374	129,309	37,827	16,020	98,715	47,927	50,368	250,892	12,884	46,007	40,085	39,643	114,784	729,601
North Carolina	'89	1,699	3,477	7,335	4,977	17,507	43,802	3,761	8,756	56,433	15,417	5,789	32,702	15,652	17,337	86,903	2,302	19,861	17,874	14,934	29,443	245,257
	'88	1,396	5,692	8,240	5,631	20,959	44,852	3,293	8,591	56,895	16,146	5,685	34,894	17,911	19,133	93,772	1,994	19,827	20,258	13,721	31,754	259,180
North Dakota	'89	137	299	713	513	1,663	2,177	149	916	3,247	1,469	363	2,795	1,661	1,783	8,071	8	817	362	576	755	15,499
	'88	117	360	716	498	1,691	2,267	159	942	3,370	1,543	363	3,162	1,784	1,547	8,399	20	848	229	552	921	16,030
Ohio	'89	3,630	9,833	28,084	19,864	58,703	74,518	7,784	24,474	[illegible]	31,654	[illegible]	81,388	35,007	45,712	[illegible]	5,094	[illegible]	14,387	27,575	32,785	[illegible]
	'88	3,367	13,322	27,269	17,875	61,853	77,769	8,211	27,246	[illegible]	32,982	11,872	91,013	40,967	42,486	219,292	3,331	27,177	12,854	22,284	35,466	485,251
Oklahoma	'89	601	2,861	3,577	2,085	9,259	13,463	2,104	[illegible]	20,764	5,298	2,470	10,822	6,072	7,832	32,983	860	5,047	4,060	2,037	7,412	[illegible]
	'88	644	2,675	3,732	2,100	9,151	14,828	2,094	[illegible]	21,196	5,377	2,440	10,483	7,001	8,051	33,324	797	5,967	3,231	2,782	7,780	84,190
Oregon	'89	645	1,596	3,913	2,440	8,605	14,302	1,474	3,697	[illegible]	4,829	2,146	10,081	4,888	4,342	24,816	1,713	10,469	5,662	8,540	12,463	91,011
	'88	544	2,268	3,487	2,727	9,021	12,848	1,386	2,798	16,733	4,101	1,882	10,982	4,180	4,686	25,766	1,586	10,276	4,657	6,151	13,666	90,816
Pennsylvania	'89	4,377	10,286	28,029	22,665	65,343	66,199	8,576	28,238	100,410	28,573	11,918	70,569	34,485	39,515	191,320	5,600	27,016	14,228	19,546	48,946	473,767
	'88	4,085	15,996	30,162	22,947	73,990	73,488	8,566	28,830	108,185	33,354	11,925	80,057	39,586	45,486	210,014	5,609	28,207	15,210	16,694	57,712	527,248
Rhode Island	'89	315	754	2,196	1,284	4,663	5,876	480	1,797	8,157	1,984	590	4,460	3,105	3,226	[illegible]	460	1,940	1,574	4,250	6,589	41,464
	'88	387	1,216	2,645	1,939	6,187	5,990	628	2,284	8,704	2,428	946	5,581	2,981	3,562	[illegible]	484	2,104	1,776	4,077	8,718	[illegible]
South Carolina	'89	665	1,794	3,716	2,350	8,526	19,967	1,709	4,600	26,378	7,325	3,091	17,270	8,564	8,989	45,239	1,032	9,803	8,290	7,434	13,647	120,349
	'88	495	2,592	3,827	2,621	9,535	19,401	1,655	4,581	25,741	7,357	2,887	18,154	10,282	9,527	48,207	678	9,222	9,223	6,617	14,621	123,844
South Dakota	'89	194	317	933	626	2,071	2,697	165	992	3,864	1,826	372	3,408	1,691	1,769	9,066	28	887	376	358	1,079	17,729
	'88	215	431	843	652	2,141	2,889	199	853	3,950	1,887	363	3,368	1,848	1,669	9,135	17	739	293	325	1,167	17,767
Tennessee	'89	1,151	3,603	7,695	4,811	17,277	25,261	3,474	7,109	35,959	10,002	6,328	26,815	11,615	15,357	70,123	1,612	11,309	12,701	14,938	15,958	179,877
	'88	997	5,374	8,667	6,048	21,086	28,020	3,205	7,693	39,093	10,845	5,896	25,319	13,349	16,518	71,927	1,529	11,858	12,580	15,985	20,538	194,596
Texas	'89	3,576	13,875	21,837	13,751	53,147	95,201	14,506	26,761	136,982	26,592	22,203	71,037	40,016	39,181	199,045	8,275	36,473	30,062	32,377	70,327	566,688
	'88	2,702	16,957	21,788	13,967	55,414	94,006	13,876	25,339	133,754	25,672	20,192	69,009	42,918	36,389	194,196	6,737	35,153	25,902	27,632	75,170	553,958
Utah	'89	340	1,072	1,950	1,516	4,885	6,862	637	2,022	9,371	1,578	798	5,256	1,786	2,770	12,189	502	3,270	2,103	2,823	6,556	41,699
	'88	230	1,012	2,199	1,131	4,572	5,762	526	2,152	8,492	2,025	708	5,367	2,258	2,481	12,839	476	3,421	1,410	2,964	7,501	41,675
Vermont	'89	302	321	1,315	1,518	[illegible]	3,349	164	1,254	4,672	1,321	267	3,881	1,195	1,260	7,819	391	1,391	489	3,173	4,467	24,841
	'88	286	401	1,819	1,391	3,979	3,719	181	911	4,814	1,594	281	4,660	1,392	1,543	9,300	80	1,640	565	1,967	5,090	27,365
Virginia	'89	2,576	3,327	13,119	8,680	29,051	42,204	4,138	9,575	[illegible]	9,703	5,094	32,940	15,360	16,011	80,547	3,704	21,788	16,472	17,704	30,931	282,240
	'88	1,583	3,115	15,032	10,613	35,423	45,966	4,080	10,736	61,040	10,647	5,167	38,151	17,759	18,694	90,348	3,673	20,510	14,367	17,116	39,664	291,565
Washington	'89	686	2,180	5,600	4,065	12,170	22,612	1,727	5,082	29,434	4,866	2,367	15,386	4,286	4,985	31,704	3,127	14,780	6,980	12,030	20,357	[illegible]
	'88	708	3,215	5,174	4,280	13,489	21,489	1,280	4,571	27,636	4,861	2,106	17,326	5,502	5,980	35,564	3,801	16,037	5,986	11,487	23,726	135,700
West Virginia	'89	464	989	3,630	2,285	7,288	9,285	689	2,574	12,480	3,416	1,079	10,806	4,866	4,651	23,710	109	2,306	2,066	2,130	4,087	54,871
	'88	483	1,510	3,031	2,387	8,221	9,086	605	2,491	12,157	3,878	1,027	12,160	4,869	4,730	26,743	97	2,468	1,848	1,381	4,973	57,751
Wisconsin	'89	1,384	2,640	10,284	6,688	21,196	28,228	2,318	9,085	38,592	15,298	3,061	29,256	14,049	16,669	83,013	1,163	7,452	4,516	9,562	11,268	[illegible]
	'88	1,278	3,667	10,365	7,282	22,642	25,666	2,387	9,746	37,313	15,660	3,569	29,841	16,517	18,662	86,446	1,196	[illegible]	[illegible]	8,429	16,777	178,411
Wyoming	'89	125	238	690	364	1,420	1,684	120	779	2,601	888	238	1,574	897	1,128	4,726	27	832	379	672	1,043	11,700
	'88	75	400	664	317	1,456	1,689	115	780	2,582	879	184	1,508	923	1,096	4,590	23	887	282	623	1,258	11,701
Federal Government	'89	108	33	228	446	815	1,672	7	17	1,697	45	6	8,093	83	100	8,327	2	10	9	8	16	10,884
	'88	0	154	476	7,615	8,245	2,119	2	26	2,148	68	2	10,462	80	96	10,708	8	10	8	8	21	21,156
U.S. Total	'89	78,887	281,117	454,983	384,911	1,034,153	1,528,647	197,971	468,166	2,290,568	556,880	271,297	1,364,864	680,768	696,437	3,481,611	142,794	658,652	482,669	672,161	1,175,588	9,852,617
	'88	62,838	283,848	495,416	333,224	1,175,518	1,577,815	190,586	481,396	2,262,882	579,852	290,772	1,460,632	780,449	758,584	3,776,348	129,618	682,307	472,088	644,867	1,357,171	10,479,931

Notes: Manufacturers' sales records were used to compile Oklahoma figures in 1987. All data is property of R.L. Polk & Co.; may not be copied sold or reprinted without permission from Polk.

1989 new truck registrations in U.S. by state

(compiled by R.L. Polk & Co.)

State	Year	Chrysler Corp.	Ford	Daimler-Benz Corp.	Chevrolet	GMC	Navistar	Jeep	Mack Truck Corp.	Paccar Corp.	Volvo GM Corp.*	Toyota	Nissan	Other domestic & imports	TOTAL	Year	State
Alabama	'89	7,959	20,880	621	24,080	6,006	1,238	2,067	564	913	446	2,682	2,698	5,059	76,433	'89	Alabama
	'88	8,969	22,300	766	27,862	7,418	1,093	2,908	569	919	520	4,323	3,113	5,883	86,643	'88	
Alaska	'89	2,408	4,575	13	4,549	1,215	55	659	25	79	62	1,006	392	1,039	16,077	'89	Alaska
	'88	1,626	3,495	27	2,923	928	125	476	6	37	26	470	447	933	11,519	'88	
Arizona	'89	8,414	21,684	122	19,696	5,459	2,180	3,609	143	364	118	7,942	4,901	5,513	80,145	'89	Arizona
	'88	8,474	20,230	94	18,172	7,041	3,742	3,896	61	222	149	4,772	5,550	6,334	78,737	'88	
Arkansas	'89	6,818	19,241	376	20,229	5,159	1,080	1,546	281	251	137	2,017	2,414	3,564	63,113	'89	Arkansas
	'88	7,329	18,615	288	17,867	5,237	798	1,311	235	191	58	2,329	2,103	2,996	58,357	'88	
California	'89	71,363	158,636	3,563	116,334	29,780	5,068	38,383	1,922	4,937	1,501	81,937	30,919	54,886	599,229	'89	California
	'88	72,496	154,286	2,653	104,382	27,931	4,712	35,546	640	3,137	1,188	79,081	34,002	63,124	583,178	'88	
Colorado	'89	9,470	18,190	153	17,452	4,636	900	7,584	88	450	171	7,103	2,381	4,853	73,841	'89	Colorado
	'88	8,045	18,406	117	14,580	4,364	895	6,936	91	322	164	5,862	2,941	4,515	67,238	'88	
Connecticut	'89	10,194	13,650	165	14,051	3,315	1,034	5,577	332	380	159	2,840	1,448	5,487	58,592	'89	Connecticut
	'88	11,962	17,777	161	16,271	4,507	1,427	6,640	486	229	181	3,904	2,176	7,276	72,979	'88	
Delaware	'89	3,463	7,370	438	5,662	1,306	885	1,176	87	369	230	726	560	1,221	23,281	'89	Delaware
	'88	3,463	7,252	521	5,820	1,244	786	833	141	210	348	657	525	1,357	23,257	'88	
District of Columbia	'89	610	700	3	583	128	16	480	10	1	3	199	157	393	3,283	'89	District of Columbia
	'88	617	996	8	768	161	18	543	2	7	0	204	263	411	4,018	'88	
Florida	'89	45,264	84,411	875	57,899	15,626	3,934	15,413	1,393	1,468	839	11,869	8,233	24,154	271,488	'89	Florida
	'88	42,574	87,694	833	59,003	18,681	3,696	14,336	1,349	1,159	818	15,423	9,476	22,704	277,542	'88	
Georgia	'89	17,184	46,064	835	40,219	9,591	2,003	7,386	757	977	877	6,129	3,860	10,142	146,024	'89	Georgia
	'88	19,009	49,015	1,203	43,570	9,571	2,998	8,014	666	1,008	748	7,828	4,802	9,021	157,453	'88	
Hawaii	'89	3,493	6,360	0	3,516	1,452	179	2,220	11	109	45	2,035	1,597	3,575	24,592	'89	Hawaii
	'88	3,331	5,752	0	2,847	1,256	164	1,587	7	85	42	2,315	1,818	2,972	22,176	'88	
Idaho	'89	2,899	6,247	74	6,009	2,718	182	912	20	367	64	1,576	877	1,446	23,391	'89	Idaho
	'88	2,945	5,590	49	4,563	2,224	171	1,018	15	288	39	1,304	777	1,252	20,235	'88	
Illinois	'89	39,179	66,607	2,733	66,689	16,484	6,952	8,635	1,962	2,143	2,286	5,798	2,935	8,560	230,963	'89	Illinois
	'88	38,887	68,793	1,989	63,829	16,293	6,681	7,037	2,093	2,019	1,662	7,087	3,751	7,790	227,911	'88	
Indiana	'89	14,467	30,174	909	33,565	12,657	1,836	2,629	517	929	558	3,051	1,350	3,563	106,205	'89	Indiana
	'88	15,546	31,531	1,136	35,025	13,240	2,195	2,576	476	910	476	3,970	1,362	3,421	111,864	'88	
Iowa	'89	9,634	19,141	690	18,386	3,593	1,467	1,301	275	732	415	1,041	642	1,851	59,277	'89	Iowa
	'88	9,421	19,292	697	17,375	3,272	1,632	1,142	265	569	270	1,167	790	1,877	57,796	'88	
Kansas	'89	6,980	16,304	188	13,464	4,475	555	1,748	98	558	139	2,036	695	2,133	49,585	'89	Kansas
	'88	7,366	16,776	150	13,884	4,674	665	1,829	105	551	158	2,420	1,058	2,587	52,224	'88	
Kentucky	'89	8,942	20,219	157	21,338	4,428	1,193	1,867	423	225	103	3,267	2,218	2,931	67,101	'89	Kentucky
	'88	10,344	21,785	207	20,958	4,531	980	1,573	372	198	121	3,177	2,148	2,897	69,292	'88	
Louisiana	'89	10,109	27,635	421	24,348	7,563	763	2,298	339	295	183	4,141	3,129	9,281	90,426	'89	Louisiana
	'88	10,585	27,201	476	24,560	6,689	1,235	2,135	370	334	95	5,056	3,670	7,967	90,373	'88	
Maine	'89	4,804	9,507	79	7,541	4,375	564	1,743	122	124	217	1,200	667	1,629	32,562	'89	Maine
	'88	4,962	10,650	98	7,806	4,534	492	1,501	142	182	182	1,502	833	1,670	34,004	'88	
Maryland	'89	22,109	34,492	340	27,025	5,931	2,154	7,223	871	395	359	6,124	2,950	6,846	116,819	'89	Maryland
	'88	21,800	37,113	405	29,536	6,800	2,314	6,557	928	323	400	6,276	3,587	6,697	122,736	'88	
Massachusetts	'89	16,614	23,646	459	21,443	8,090	1,686	8,895	662	264	317	5,597	2,150	7,662	97,485	'89	Massachusetts
	'88	21,855	34,217	592	29,430	12,494	2,461	12,769	1,066	326	462	8,073	3,868	9,891	137,304	'88	
Michigan	'89	40,472	73,524	511	68,476	27,329	2,325	8,329	430	526	959	2,816	1,147	5,383	232,227	'89	Michigan
	'88	40,560	76,992	418	66,406	28,426	2,126	8,222	517	489	567	2,707	1,668	3,530	232,628	'88	
Minnesota	'89	16,998	33,341	614	27,811	6,761	2,026	3,306	394	678	441	1,994	854	4,629	99,847	'89	Minnesota
	'88	18,038	33,747	785	25,398	6,423	2,014	2,958	370	732	602	1,810	1,028	4,445	98,350	'88	
Mississippi	'89	5,064	15,516	336	13,808	3,739	632	1,213	280	269	83	2,799	2,477	3,339	49,555	'89	Mississippi
	'88	4,690	15,564	364	14,214	3,538	636	1,226	344	211	60	3,334	3,049	3,264	50,494	'88	
Missouri	'89	17,514	36,758	775	31,056	10,358	1,888	3,649	191	1,781	548	3,471	1,603	5,485	115,257	'89	Missouri
	'88	16,465	35,673	868	28,896	11,235	1,625	3,306	222	1,034	403	3,585	1,869	6,002	110,977	'88	
Montana	'89	2,340	6,886	199	6,313	1,762	168	506	12	487	51	996	1,036	986	21,674	'89	Montana
	'88	1,858	5,859	144	4,801	1,478	136	513	24	523	37	818	840	700	17,901	'88	
Nebraska	'89	4,526	11,356	796	9,683	2,773	612	988	188	1,557	267	770	866	1,298	35,680	'89	Nebraska
	'88	4,713	10,710	970	8,916	2,873	1,056	862	130	1,834	347	536	728	1,180	34,895	'88	
Nevada	'89	4,260	8,355	90	5,709	3,616	273	1,909	9	144	27	2,749	1,198	2,779	31,298	'89	Nevada
	'88	4,100	8,594	29	4,825	2,761	245	1,572	6	133	55	2,524	1,282	2,492	28,596	'88	
New Hampshire	'89	5,380	7,539	86	7,371	2,868	585	1,975	174	170	71	2,325	722	2,203	31,498	'89	New Hampshire
	'88	6,948	9,853	93	9,532	4,364	901	2,792	271	132	96	3,392	1,294	2,437	41,955	'88	
New Jersey	'89	22,122	37,475	690	24,572	8,169	2,383	11,563	1,620	868	592	7,153	2,823	9,548	129,578	'89	New Jersey
	'88	23,076	42,334	969	27,871	9,806	2,481	10,980	1,654	1,109	779	8,087	4,083	11,498	144,727	'88	
New Mexico	'89	4,513	11,235	62	10,050	3,654	403	1,716	61	180	8	2,408	1,639	2,089	38,018	'89	New Mexico
	'88	4,603	12,859	32	9,508	3,528	343	1,769	50	196	14	2,390	1,713	2,207	39,221	'88	
New York	'89	40,766	55,003	566	52,668	16,406	4,294	18,000	1,812	536	640	8,148	5,228	15,798	219,865	'89	New York
	'88	44,941	62,221	989	56,944	19,969	4,994	19,792	2,149	678	760	7,443	7,660	17,808	246,348	'88	
North Carolina	'89	16,852	43,031	706	40,250	7,554	1,863	6,598	600	1,843	919	6,952	6,502	11,729	145,399	'89	North Carolina
	'88	18,331	46,610	972	38,824	7,990	1,947	6,489	623	1,307	677	7,472	7,100	12,207	150,549	'88	
North Dakota	'89	1,807	4,405	85	4,956	1,133	127	330	73	144	77	387	196	554	14,274	'89	North Dakota
	'88	1,709	4,200	195	4,155	1,081	133	271	28	276	81	332	152	562	13,175	'88	
Ohio	'89	34,466	59,073	874	64,254	14,050	3,561	5,684	1,103	1,094	876	5,446	3,302	7,068	200,836	'89	Ohio
	'88	35,153	63,812	907	65,257	14,915	3,410	5,199	1,115	1,200	808	5,836	3,086	7,720	208,071	'88	
Oklahoma	'89	7,880	20,602	670	24,074	7,531	2,135	2,429	154	526	62	1,697	2,601	3,176	72,986	'89	Oklahoma
	'88	8,318	26,706	753	22,920	7,383	1,881	2,636	255	668	247	1,573	2,447	3,528	73,430	'88	
Oregon	'89	9,182	20,340	430	16,012	3,986	635	3,434	130	736	346	8,163	3,171	4,824	71,201	'89	Oregon
	'88	8,837	18,950	437	14,309	3,551	466	3,007	148	596	307	6,811	3,679	3,962	64,986	'88	
Pennsylvania	'89	38,535	62,506	1,180	54,145	15,625	3,538	9,989	2,388	1,366	946	6,367	3,426	9,340	209,702	'89	Pennsylvania
	'88	38,833	69,736	1,304	54,870	15,997	3,800	10,333	2,833	1,464	784	6,365	4,426	9,429	210,878	'88	
Rhode Island	'89	2,400	3,807	12	2,667	1,279	382	1,165	169	17	28	1,607	229	1,468	14,480	'89	Rhode Island
	'88	2,948	4,325	29	3,152	1,504	284	1,300	237	54	59	1,723	446	2,153	18,845	'88	
South Carolina	'89	7,742	20,321	418	18,274	5,355	866	2,619	378	410	204	3,012	2,507	5,955	68,061	'89	South Carolina
	'88	7,988	20,020	369	18,156	5,148	1,825	2,441	392	346	135	3,384	2,734	6,833	69,771	'88	
South Dakota	'89	2,033	5,297	100	5,129	1,101	233	520	56	358	34	268	319	486	15,934	'89	South Dakota
	'88	1,756	5,421	119	4,468	1,002	226	478	36	386	48	272	253	413	14,878	'88	
Tennessee	'89	12,928	29,634	1,338	28,008	10,403	2,073	3,395	748	1,846	931	7,295	5,015	6,072	109,686	'89	Tennessee
	'88	14,449	31,967	1,161	27,846	10,384	1,955	3,815	797	1,478	967	9,197	5,261	7,288	116,565	'88	
Texas	'89	45,866	112,517	1,553	125,216	34,292	3,905	13,476	1,170	2,186	858	11,915	13,016	26,825	392,795	'89	Texas
	'88	44,279	110,204	1,395	114,075	29,950	4,589	13,780	1,107	2,344	662	11,286	12,296	25,111	371,078	'88	
Utah	'89	4,016	9,769	492	8,282	2,349	496	2,481	99	693	313	1,929	1,163	2,386	34,468	'89	Utah
	'88	3,568	8,114	286	6,679	2,551	263	1,538	66	551	246	1,711	1,053	1,821	28,447	'88	
Vermont	'89	2,114	4,273	15	3,809	1,277	282	958	135	34	77	1,080	210	635	15,166	'89	Vermont
	'88	2,374	4,801	72	4,213	1,658	272	1,137	77	39	64	1,106	278	1,097	17,446	'88	
Virginia	'89	21,196	40,806	290	27,771	7,377	1,292	8,602	796	455	498	7,392	4,135	10,062	131,381	'89	Virginia
	'88	22,724	43,326	284	29,847	8,040	1,751	8,821	813	958	486	8,271	4,777	10,746	140,035	'88	
Washington	'89	12,592	25,672	401	22,745	4,680	603	5,090	380	1,444	387	7,844	3,312	6,080	93,095	'89	Washington
	'88	11,820	22,980	355	19,600	4,281	988	4,380	321	1,288	338	6,186	3,532	6,090	82,030	'88	
West Virginia	'89	4,821	11,887	33	12,239	2,298	498	1,138	338	74	96	1,480	689	1,283	36,898	'89	West Virginia
	'88	5,101	12,861	48	13,800	2,226	630	1,239	166	102	72	1,616	962	1,176	38,937	'88	
Wisconsin	'89	19,068	30,907	538	30,232	9,546	2,176	3,282	586	1,697	664	3,795	1,414	3,796	100,730	'89	Wisconsin
	'88	18,780	31,557	419	25,857	9,082	1,666	3,111	627	1,136	689	3,149	1,486	3,464	101,885	'88	
Wyoming	'89	1,625	4,342	75	4,029	1,740	161	527	9	137	21	645	330	296	13,939	'89	Wyoming
	'88	1,541	4,277	46	3,510	1,562	146	505	11	59	13	609	249	273	12,804	'88	
Federal Government	'89	3,641	5,418	24	27,789	296	1,760	262	2	4	1	4	22	23	39,216	'89	Federal Government
	'88	7,569	706	12	42,211	989	2,434	25	4	2	31	16	6	19	54,024	'88	
U.S. TOTAL	'89	**735,796**	**1,466,929**	**27,178**	**1,340,666**	**373,254**	**77,959**	**248,981**	**25,229**	**38,080**	**20,385**	**272,528**	**148,684**	**324,887**	**5,109,195**	'89	**U.S. TOTAL**
	'88	**757,786**	**1,517,356**	**27,889**	**1,331,291**	**388,864**	**84,915**	**245,663**	**24,929**	**34,383**	**18,844**	**280,246**	**168,947**	**333,729**	**5,211,180**	'88	

Notes: Compiled from official state records. Data is property of R.L. Polk & Co. May not be copied, sold or reprinted without Polk permission.

*—Includes Volvo, Autocar, Western Star, White and White GMC.

SALES/REGISTRATIONS

Canadian new-car registrations

1960	450,840
1961	440,377
1962	501,030
1963	541,942
1964	607,503
1965	686,828
1966	683,639
1967	667,814
1968	737,605
1969	756,015
1970	636,206
1971	745,026
1972	812,753
1973	935,533
1974	901,097
1975	839,942
1976	898,253
1977	953,078
1978	958,414
1979	998,004
1980	948,967
1981	891,558
1982	727,097
1983	830,457
1984	914,679
1985	1,146,251
1986*	1,065,143
1987	1,028,501
1988	1,043,127
1989	974,531

Canadian new-truck registrations

1960	73,682
1961	74,738
1962	81,495
1963	90,608
1964	104,175
1965	115,660
1966	128,506
1967	130,964
1968	142,201
1969	153,277
1970	129,359
1971	138,876
1972	180,748
1973	234,683
1974	287,619
1975	265,015
1976	305,606
1977	333,551
1978	349,294
1979	382,074
1980	335,827
1981	281,536
1982	204,794
1983	223,917
1984	292,273
1985	303,396
1986*	406,905
1987	450,014
1988	500,502
1989	480,338

*—Quebec figures are incomplete
SOURCE: R.L. Polk & Co. Ltd

Annual U.S. light, medium, heavy truck registrations for 1989 vs. 1988

Based on R.L. Polk & Co. Statistical Report

	6,000 & less GVW Group 1	6,001-10,000 GVW Group 2	10,001-14,000 GVW Group 3	14,001-16,000 GVW Group 4	16,001-19,500 GVW Group 5	19,501-26,000 GVW Group 6	26,001-33,000 GVW Group 7	33,001-& over GVW Group 8	Total 1989	Total 1988
Chrysler	1,464								1,464	
Dodge	418,779	131,975							550,754	566,854
Plymouth	183,578								183,578	190,932
Jeep	248,220	761							248,981	245,603
Total Chrysler Corp.	**852,041**	**132,736**							**984,777**	**1,003,389**
Ford	**715,207**	**673,553**		**23,530**		**9,048**	**31,375**	**14,216**	**1,466,929**	**1,517,356**
Freightliner								25,123	25,123	24,009
Mercedes-Benz						808	1,247		2,055	3,080
Total Daimler-Benz Corp.						**808**	**1,247**	**25,123**	**27,178**	**27,089**
Chevrolet	771,426	527,904	23,975	2,102	167	7,065	7,684	343	1,340,666	1,331,291
GMC	180,041	167,456	2,373	1,200	4,489	5,674	11,320	701	373,254	386,864
Pontiac	2,218								2,218	
Total GM Corp.	**955,227**	**695,360**	**26,348**	**3,302**	**4,656**	**12,739**	**19,004**	**1,044**	**1,717,680**	**1,718,155**
John Deere		8	398	5,131	1,161				6,698	6,595
Navistar				**97**	**149**	**7,514**	**37,870**	**32,329**	**77,959**	**84,915**
Mack						**2,576**	**3,024**	**19,628**	**25,228**	**24,928**
Kenworth							449	19,028	19,477	17,284
Peterbilt							737	17,866	18,603	17,019
Total Paccar Corp.							**1,186**	**36,894**	**38,080**	**34,303**
Autocar								28	28	293
Volvo							996	256	1,252	1,796
White								141	141	1,883
WhiteGMC								17,414	17,414	12,626
Western Star								1,470	1,470	1,446
Miscellaneous Domestic	702	823	1				6	2,011	3,543	3,369
Other Imports	**712,746**	**1,893**	**9,088**	**1,080**	**2,286**	**2,261**	**2,334**	**128**	**731,818**	**772,957**
Grand Total	**3,235,923**	**1,504,375**	**35,835**	**33,140**	**8,252**	**34,946**	**97,042**	**150,682**	**5,100,195**	**5,211,100**

Compiled from R.L. Polk & Co. data.

Annual new U.S. truck registrations for 20 years, by make

	Chevrolet	Chrysler Corp.	Daimler-Benz	Dodge①	Ford	Freightliner②	GMC	Navistar	Jeep	Kenworth③	Mack	Paccar Corp.	Peterbilt	Plymouth	Volvo GM*	Western Star	Total
1970	557,997	—	—	137,509	666,613	5,867	125,657	143,195	33,984	5,320	17,740	—	3,457	—	12,139	—	1,790,177
1971	647,258	—	—	159,778	700,635	6,495	144,112	158,194	36,354	6,739	15,582	—	4,296	—	10,622	—	1,993,186
1972	802,755	—	—	269,333	858,630	9,244	174,794	189,210	50,926	9,232	20,005	—	5,698	—	11,312	—	2,513,952
1973	991,099	—	—	325,051	995,156	12,483	213,797	199,875	68,227	11,601	24,075	—	6,869	—	13,906	—	3,029,074
1974	860,358	—	—	292,213	865,000	11,713	183,755	161,375	96,835	10,489	22,710	—	8,428	—	13,582	—	2,656,918
1975	815,595	—	—	282,271	747,807	6,237	[illegible]3,186	111,352	85,111	5,633	13,718	—	4,801	—	7,137	—	2,397,417
1976	1,052,438	—	—	399,644	950,933	7,075	255,360	100,657	107,487	8,024	14,686	—	5,630	—	7,348	—	3,058,009
1977	1,133,201	—	—	460,623	1,139,224	9,938	260,776	108,753	124,843	12,330	22,984	—	9,453	—	10,844	—	3,509,325
1978	1,275,787	—	—	464,470	1,314,251	11,725	329,186	116,574	163,548	14,345	27,300	—	9,454	—	13,292	—	3,963,340
1979	1,085,855	—	—	371,970	1,123,605	14,308	283,329	116,739	145,583	14,893	29,265	—	8,593	—	12,512	—	3,472,209
1980	737,788	—	—	256,829	784,132	11,473	181,252	74,484	81,923	11,163	21,743	—	7,008	—	7,664	—	2,476,777
1981	650,460	—	—	166,363	697,213	9,095	160,703	61,792	58,257	10,379	19,698	—	6,654	—	2,857	—	2,185,489
1982	758,107	—	—	218,078	733,120	7,292	212,908	45,902	62,097	7,344	15,590	—	5,781	—	2,669	—	2,430,471
1983	904,672	263,687	13,999	253,500	942,568	11,111	247,970	50,526	76,453	7,972	15,038	15,998	8,026	—	9,439	—	2,976,556
1984	1,090,178	504,081	18,889	—	1,162,834	—	305,206	66,713	148,292	—	25,617	26,732	—	—	10,084	—	4,048,998
1985	1,256,864	600,851	23,310	—	1,245,805	—	347,577	73,463	182,210	—	29,514	24,286	—	—	13,580	—	4,675,1[illegible]
1986	1,245,768	575,571	21,673	—	1,348,986	—	340,877	68,522	195,973	—	21,820	21,110	—	—	11,919	—	4,801,0[illegible]
1987	1,186,155	906,105	27,469	592,930	1,433,910	23,482	337,034	70,491	205,106	14,572	22,686	27,123	12,551	136,060	12,080	131	4,963,884
1988	1,331,291	1,003,389	27,089	566,854	1,517,356	24,009	386,864	84,915	245,603	17,284	24,928	34,303	17,019	190,932	12,626	138	5,211,100
1989	1,340,666	984,777	27,178	550,754	1,466,929	25,123	373,254	77,959	248,981	19,477	25,228	38,080	18,603	183,578	1,252	1,470	5,100,195

NOTE: Totals from 1969-1980 include Brockway and Diamond Reo registrations — not shown here.

* Numbers up to 1983 reflect White Motor as an independent operator; From 1984 through 1987, they reflect combined Volvo White operations. From 1988 on, they reflect Volvo GM heavy trucks as a new joint venture operation in Class 8.

① Dodge included in Chrysler Corp. totals in 1983. 1986 Dodge and Plymouth totals are broken out in 1987 and 1988.

② Freightliner included in White totals until 1970, included in Daimler-Benz beginning in 1983.

③ Kenworth, Peterbilt included in Paccar totals beginning in 1983.

SOURCE: R.L. Polk & Co.

1990-model passenger car specifications

New-car specifications are compiled by Automotive News from information supplied by automakers, car divisions, vehicle importers, the Motor Vehicle Manufacturers Association and other sources. Base models are listed. Upgraded-trim versions with no changes in engines or dimensions are not listed.

Engine classifications are: I — inline; V — V-shaped block; H — horizontally opposed; R — rotary.

Carburetion classifications are: 2V — two-barrel carburetor; 4V — four-barrel carburetor; FI — electronic fuel injection; MFI — multipoint fuel injection; TBI — throttle-body fuel injection; SFI — sequential fuel injection.

Drive system classifications are: F — front-wheel drive; R — rear-wheel drive; 4wd — four-wheel drive.

New-car dimensions and capacities are explained at the top of the chart. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liablity by reason of inaccuracies or omissions. Specifications are subject to change without notice.

	Dimensions									Engines							Capacities			Miscellaneous				
Make and Model	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
ACURA Integra 2-dr. Hatchback	100.4	172.9	67.4	52.2	2,549	38.5	43.6	58.1	58.1	I-4	3.19 x 3.50	1.8	SFI	9.2	130@6,000	121@5,000	13.2	4.6	4.0	5M	4.40	F	14	33.1
Integra Sedan	102.4	176.5	67.4	52.8	2,604	38.7	43.5	58.1	58.1	I-4	3.19 x 3.50	1.8	SFI	9.2	130@6,000	121@5,000	13.2	4.6	4.0	5M	4.40	F	14	33.7
Legend Coupe	106.5	188.0	68.7	53.9	3,139	37.2	42.9	59.1	59.1	V-6	3.43 x 2.95	2.7	SFI	9.0	160@5,900	162@4,500	18.0	9.3	4.8	5M	4.20	F	15	36.4
Legend Sedan	108.7	190.6	68.9	54.7	3,170	38.4	43.4	59.1	57.5	V-6	3.43 x 2.95	2.7	SFI	9.0	160@5,900	162@4,500	18.0	9.3	4.8	5M	4.20	F	15	37.1
NS-X Coupe*	99.6	173.4	71.3	46.1	N.A.	N.A.	N.A.	59.4	60.0	V-6	N.A.	3.0	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	5M	N.A.	R	15†	N.A.
*The NS-X is scheduled for introduction in mid-1990 as a 1991 model. Specifications are preliminary. †Rear-wheel diameter on NS-X is 16 inches.																								
ALFA ROMEO Spider Convertible*	88.6	167.7	63.9	49.7	2,548	37.0	38.8	52.1	50.1	I-4	3.31 x 3.48	2.0	MFI	9.0	120@5,800	117@2,700	12.2	10.3	4.5	5M	4.10	R	14	35.4
164 Sedan*	104.7	179.4	69.3	54.8	3,325	38.2	39.3	59.6	58.6	V-6	3.66 x 2.86	3.0	MFI	9.5	183@5,800	185@4,400	17.2	N.A.	N.A.	5M	3.11	R	15	35.4
*Spider Convertible and 164 Sedan are 1991 models.																								
OPTIONAL ENGINES: 164										V-6	3.66 x 2.86	3.0	MFI	10.0	200@6,000	189@4,400								
ASTON MARTIN Virage Coupe	102.8	187.0	73.0	52.0	3,947	36.0	50.0	10.0	10.0	V-8	3.94 x 3.35	5.3	SFI	9.5	330@6,000	350@3,700	30.2	18.0	12.0	5M	3.06	R	16	38.0
AUDI 80 Sedan	100.2	176.3	66.7	55.0	2,612	37.8	42.2	55.6	56.3	I-4	3.25 x 3.65	2.0	MFI	10.5	108@5,300	121@3,200	15.9	7.4	3.2	5M	4.11	F	14	33.8
80 Quattro Sedan	99.9	176.3	66.7	54.8	2,954	37.8	42.2	55.6	56.3	I-5	3.25 x 3.40	2.3	MFI	10.0	130@5,500	140@4,500	18.5	8.6	3.7	5M	4.11	4	14	33.8
90 Sedan	100.2	176.3	66.7	54.8	2,789	37.8	42.2	55.6	56.3	I-5	3.25 x 3.40	2.3	MFI	10.0	130@5,500	140@4,500	15.9	8.6	3.7	5M	3.70	F	14	33.8
90 Quattro Sedan	99.9	176.3	66.7	54.8	3,042	37.8	42.2	55.6	56.3	I-5	3.25 x 3.40	2.3	SFI	10.3	164@6,000	157@4,500	18.5	8.6	5.0	5M	4.11	4	14	33.8
Coupe Quattro	100.4	176.0	67.6	54.3	3,174	35.1	42.2	57.1	56.4	I-5	3.25 x 3.40	2.3	SFI	10.3	164@6,000	157@4,500	18.5	8.6	5.0	5M	4.11	4	15	33.8
100 Sedan	105.6	192.7	71.4	55.9	3,042	37.9	41.1	58.1	58.5	I-5	3.25 x 3.40	2.3	MFI	10.0	130@5,500	140@4,000	21.1	8.5	5.0	3A	3.25	F	15	34.2
100 Quattro Sedan	105.9	192.7	71.4	55.9	3,263	37.9	41.1	58.1	58.8	I-5	3.25 x 3.40	2.3	MFI	10.0	130@5,500	140@4,000	20.6	8.5	5.0	5M	4.11	4	15	34.2
200 Sedan	105.6	192.7	71.4	55.9	3,263	37.9	41.1	58.1	58.0	I-5	3.19 x 3.40	2.2	MFI	8.4	162@5,500	177@3,000	21.1	8.5	5.0	3A	3.08	F	15	34.2
200 Quattro Sedan	105.9	192.7	71.4	55.9	3,483	37.9	41.1	58.1	58.8	I-5	3.19 x 3.40	2.2	MFI	8.4	162@5,500	177@3,000	20.6	8.5	5.0	5M	3.89	4	15	34.2
200 Quattro Wagon	105.9	192.7	71.4	55.9	3,572	37.9	41.1	58.1	58.8	I-5	3.19 x 3.40	2.2	MFI	8.4	162@5,500	177@3,000	20.6	8.5	5.0	5M	3.89	4	15	34.2
V-8 Quattro Sedan	106.4	191.9	71.4	55.9	3,946	37.8	41.7	59.6	60.3	V-8	3.19 x 3.40	3.6	SFI	10.6	240@5,800	245@4,000	21.1	11.1	10.0	4A	3.78	4	15	34.4
BENTLEY Bentley Eight Sedan	120.5	207.8	79.1	58.5	5,180	37.5	39.0	61.0	61.0	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	39.9
Continental Convertible	120.5	207.5	77.1	59.8	5,360	37.7	41.2	61.0	61.0	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	39.9
Mulsanne S Sedan	120.5	207.8	79.1	58.5	5,180	37.5	39.0	61.0	61.0	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	41.4
Turbo R Sedan	120.5	207.8	79.1	58.5	5,310	37.5	39.0	61.0	61.0	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	39.9
BMW 318i Coupe*	101.2	170.3	64.8	54.3	2,635	37.7	39.6	55.4	55.7	I-4	3.31 x 3.19	1.8	MFI	10.0	134@6,000	127@4,600	14.5	6.8	4.2	5M	4.10	R	14	34.4
318is Coupe	101.2	170.3	64.8	53.5	2,602	37.7	39.6	55.4	55.7	I-4	3.31 x 3.19	1.8	MFI	10.0	134@6,000	127@4,600	14.5	6.8	4.2	5M	4.10	R	14	34.4
325i Coupe	101.2	170.3	64.8	54.3	2,810	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	5M	3.73	R	14	34.4
325i Sedan	101.2	170.3	64.8	54.3	2,854	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	5M	3.73	R	14	34.4
325i Convertible	101.2	175.2	64.8	53.9	2,990	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	5M	3.73	R	14	34.4
325is Coupe	101.2	170.3	64.8	54.3	2,845	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	5M	3.73	R	14	34.4
325ix Coupe	101.2	170.3	65.4	55.1	3,000	38.5	39.6	55.9	55.7	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	5M	3.91	4	15	36.4
325ix Sedan	101.2	170.3	65.4	55.1	3,044	38.5	39.6	55.9	55.7	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	5M	3.91	4	15	36.4
M3 Coupe	101.0	171.1	66.1	53.9	2,865	37.7	39.6	55.6	56.1	I-4	3.68 x 3.31	2.3	MFI	10.5	192@6,750	170@4,750	14.5	10.0	5.2	5M	4.10	R	15	36.4
525i Sedan	108.7	185.8	68.9	55.6	3,395	38.5	42.0	57.7	58.5	I-6	3.31 x 2.95	2.5	MFI	8.8	168@5,800	164@4,300	21.1	11.0	5.0	5M	3.73	R	15	36.1
535i Sedan	108.7	185.8	68.9	55.6	3,530	38.5	42.0	57.7	58.5	I-6	3.62 x 3.39	3.5	MFI	9.0	208@5,700	225@4,000	21.1	12.7	6.1	5M	3.45	R	15	36.1
735i Sedan	111.5	193.3	72.6	55.6	3,835	38.3	42.0	60.1	61.0	I-6	3.62 x 3.39	3.5	MFI	9.0	208@5,700	225@4,000	21.5	6.1	12.7	5M	3.91	R	15	38.1
735iL Sedan	116.0	197.8	72.6	55.1	4,015	38.3	42.0	60.2	61.3	I-6	3.62 x 3.39	3.5	MFI	9.0	208@5,700	225@4,000	24.0	12.7	6.1	4A	3.91	R	15	39.4
750iL Sedan	116.0	197.8	72.6	55.1	4,235	38.3	42.0	60.2	61.3	V-12	3.31 x 2.95	5.0	MFI	8.8	296@5,200	332@4,100	24.0	7.9	15.8	4A	3.15	R	15	39.4
850i Coupe*	105.7	188.2	73.0	52.8	4,123	37.4	N.A.	61.2	61.5	V-12	3.31 x 2.95	5.0	MFI	8.8	296@5,200	332@4,100	23.8	13.7	7.9	6M	2.65	R	16	37.7
M5 Sedan*	106.7	185.9	68.9	55.4	3,804	38.5	41.6	58.0	58.9	I-6	3.39 x 3.60	3.6	MFI	10.0	310@6,900	265@4,750	23.8	14.0	6.0	5M	3.91	R	17	36.1
*318i Coupe, 850i Coupe and M5 Sedan are 1991 models.																								
BUICK Century Coupe	104.8	189.1	69.4	53.7	2,839	38.6	42.1	58.7	56.7	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	15.7	9.8	5.0	3A	2.84	F	14	38.5
Century Sedan	104.8	189.1	69.4	54.2	2,880	38.6	42.1	58.7	56.7	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	15.7	9.8	5.0	3A	2.84	F	14	38.5
Century Wagon	104.8	190.9	69.4	54.2	3,048	38.6	42.1	58.7	56.7	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	15.7	9.8	5.0	3A	2.84	F	14	38.5
Electra Sedan	110.8	196.9	72.4	55.7	3,307	39.3	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	N.A.	5.0	4A	2.84	F	14	38.4

NOTE: This table has been compiled from information supplied by factories, distributors and directed sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
Estate Wagon	115.9	220.5	79.3	59.3	4,339	39.6	42.2	62.2	64.1	V-8	3.80 x 3.39	5.0	4V	8.0	140@3,200	255@2,000	22.0	N.A.	5.0	4A	2.93	R	15	39.7
LeSabre Coupe	110.8	196.5	72.4	54.6	3,234	38.1	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	N.A.	5.0	4A	2.84	F	14	39.4
LeSabre Sedan	110.8	196.5	72.4	53.8	3,270	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	N.A.	5.0	4A	2.84	F	14	39.4
Park Avenue Sedan*	110.8	205.2	73.6	55.7	3,607	38.8	42.0	60.8	60.1	V-6	3.80 x 3.40	3.8	SFI	8.5	170@4,800	220@3,200	18.0	16.9	5.0	4A	2.84	F	14	39.4
*Park Avenue Sedan is a 1991 model slated for introduction in summer, 1990.																								
Reatta Coupe	98.5	183.5	73.0	51.2	3,372	36.9	43.1	60.3	60.3	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.8	N.A.	5.0	4A	2.97	F	15	38.0
Reatta Convertible	98.5	183.5	73.0	51.2	3,569	36.9	43.1	60.3	60.3	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.8	N.A.	5.0	4A	2.97	F	15	38.0
Regal Coupe	107.5	192.2	72.5	53.0	3,237	37.8	42.3	59.5	58.0	V-6	3.60 x 3.31	3.1	MFI	8.8	135@4,400	180@3,600	16.5	N.A.	5.0	4A	3.33	F	14	39.0
Regal Sedan	107.5	194.6	72.5	54.5	3,311	38.7	42.4	59.5	58.0	V-6	3.60 x 3.31	3.1	MFI	8.8	135@4,400	180@3,600	16.5	N.A.	5.0	4A	3.33	F	14	39.0
Riviera Coupe	108.0	198.3	73.1	53.6	3,463	37.8	42.7	59.9	59.9	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.8	N.A.	5.0	4A	2.97	F	15	39.4
Skylark Coupe	103.4	180.0	66.6	52.1	2,558	37.7	42.9	55.6	55.2	I-4	4.00 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	13.6	7.8	5.0	3A	2.84	F	13	35.4
Skylark Sedan	103.4	180.0	66.6	52.1	2,625	37.7	42.9	55.6	55.2	I-4	4.00 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	13.6	7.8	5.0	3A	2.84	F	13	35.4
OPTIONAL ENGINES: Skylark										I-4	3.63 x 3.35	2.3	MFI	9.5	160@6,200	155@5,200								
Skylark, Century										V-6	3.70 x 3.16	3.3	MFI	9.0	160@5,200	185@2,000								
Regal										V-6	3.80 x 3.40	3.8	SFI	8.5	170@4,800	220@3,200								
CADILLAC Allante Convertible	99.4	178.7	73.5	52.2	3,466	37.2	43.2	60.4	60.4	V-8	3.62 x 3.31	4.5	SFI	9.0	200@4,400	270@3,200	22.0	12.0	7.0	4A	3.21	F	16	40.0
Brougham Sedan	121.5	221.0	76.5	56.7	4,283	39.0	42.0	61.7	60.7	V-8	3.80 x 3.39	5.0	4V	8.0	140@3,200	255@2,000	25.0	15.2	6.0	4A	2.93	R	15	40.5
DeVille Coupe	110.8	202.7	71.7	54.9	3,466	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.0	12.0	4.5	4A	2.97	F	15	40.5
DeVille Sedan	113.8	205.6	71.7	55.2	3,546	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.0	12.0	5.0	4A	2.97	F	15	39.4
Eldorado Coupe	108.0	191.4	72.4	53.7	3,426	37.8	42.4	59.9	59.9	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.8	12.0	5.0	4A	2.97	F	15	40.4
Fleetwood Coupe	110.8	202.7	71.7	54.9	3,538	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.0	12.0	5.0	4A	2.97	F	15	39.4
Fleetwood Sedan	113.8	205.6	71.7	55.2	3,618	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.0	12.0	5.0	4A	2.97	F	15	40.4
Fleetwood Sixty Special Sedan	113.8	205.6	71.7	55.2	3,657	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.0	12.0	5.0	4A	2.97	F	15	40.4
Seville Sedan	108.0	190.8	72.0	53.7	3,480	37.8	42.5	59.9	59.9	V-8	3.62 x 3.31	4.5	SFI	9.5	180@4,300	245@3,000	18.8	12.0	5.0	4A	2.97	F	15	39.4
OPTIONAL ENGINES: Brougham										V-8	3.48 x 4.00	5.7	TBI	9.3	175@4,200	400@2,000								
CHEVROLET Beretta Coupe	103.4	187.2	68.2	52.9	2,637	38.0	43.4	55.6	55.1	I-4	3.50 x 3.46	2.2	FI	9.0	95@5,200	120@3,200	15.6	8.7	4.5	5M	3.83	F	14	37.8
Beretta Convertible	103.4	187.2	68.0	53.1	2,745	40.0	43.4	55.6	55.1	V-6	3.60 x 3.40	3.1	MFI	8.8	135@4,200	180@3,600	15.6	13.1	4.5	5M	3.61	F	14	37.8
Camaro Coupe	101.0	192.0	72.8	50.3	3,107	37.0	43.0	60.0	60.9	V-6	3.50 x 3.31	3.1	MFI	8.5	140@4,400	180@3,600	15.5	14.7	4.5	5M	3.42	R	15	38.5
Camaro Convertible	101.0	192.0	72.8	50.3	3,348	37.1	42.9	60.0	60.9	V-8	3.74 x 3.48	5.0	TBI	9.3	170@4,000	255@2,400	15.5	17.3	5.0	5M	3.08	R	15	38.5
Camaro RS Coupe*	101.0	192.6	72.8	50.3	3,095	37.0	43.0	60.0	60.9	V-6	3.50 x 3.31	3.1	MFI	8.8	140@4,400	180@3,600	15.5	14.7	4.5	5M	3.42	R	15	38.5
Camaro RS Convertible*	101.0	192.6	72.8	50.3	3,035	37.1	42.9	60.0	60.9	V-8	3.74 x 3.48	5.0	TBI	9.3	170@4,000	255@2,400	15.5	17.3	5.0	5M	3.08	R	15	38.5
*These preliminary specifications are for the 1991 Camaro.																								
Caprice Sedan	115.9	212.2	75.4	56.4	3,803	39.5	42.2	61.7	60.7	V-8	3.74 x 3.48	5.0	FI	9.3	170@4,400	225@2,400	25.0	15.9	5.0	4A	2.73	R	15	38.7
Caprice Sedan*	115.9	214.1	77.0	56.7	3,898	39.3	42.2	61.8	60.7	V-8	3.74 x 3.48	5.0	FI	9.3	170@4,200	225@2,400	23.0	15.9	5.0	4A	2.56	R	15	38.9
*These preliminary specifications are for the 1991 Caprice Sedan.																								
Caprice Wagon	116.0	215.7	79.3	58.2	4,324	39.6	42.2	62.2	64.1	V-8	3.80 x 3.39	5.0	4V	8.0	140@3,200	255@2,000	22.0	15.0	5.0	4A	2.93	R	15	39.7
Cavalier Coupe	101.2	178.6	66.0	52.0	2,465	37.8	42.2	55.8	55.2	I-4	3.50 x 3.46	2.2	TBI	9.0	95@5,200	120@3,200	13.6	7.9	4.5	5M	3.45	F	13	34.3
Cavalier Sedan	101.2	178.6	66.0	53.6	2,471	39.1	42.2	55.8	55.2	I-4	3.50 x 3.46	2.2	TBI	9.0	95@5,200	120@3,200	13.6	7.9	4.5	5M	3.45	F	13	34.3
Cavalier Wagon	101.2	178.0	66.0	54.1	2,529	38.9	42.2	55.8	55.2	I-4	3.50 x 3.46	2.2	TBI	9.0	95@5,200	120@3,200	13.6	7.9	4.5	5M	3.45	F	13	34.3
Celebrity Wagon	104.9	190.8	69.3	54.3	2,954	38.6	42.1	58.7	57.0	I-4	4.10 x 3.00	2.5	FI	8.3	110@5,200	135@3,200	15.7	9.8	4.5	3A	2.84	F	14	37.0
Corsica Sedan	103.4	183.4	68.2	53.8	2,635	38.1	43.4	55.8	55.3	I-4	3.50 x 3.46	2.2	FI	9.0	95@5,200	120@3,200	15.6	8.7	4.5	5M	3.83	F	14	35.5
Corvette Coupe	96.2	176.5	71.0	46.7	3,255	36.5	42.6	59.6	60.4	V-8	4.00 x 3.48	5.7	MFI	9.5	245@4,000	345@3,200	20.0	14.5	5.0	4A	2.59	R	17	40.0
Corvette ZR-1 Coupe	96.2	176.5	71.0	46.7	3,479	36.5	42.6	59.6	60.4	V-8	3.90 x 3.66	5.7	MFI	11.0	375@5,800	370@4,800	20.0	16.7	10.0	6M	3.45	R	17	40.0
Corvette Convertible	96.2	176.5	71.0	46.4	3,301	36.5	42.6	59.6	60.4	V-8	4.00 x 3.48	5.7	MFI	9.5	245@4,000	345@3,200	20.0	14.5	5.0	4A	2.59	R	17	40.0
Lumina Coupe	107.5	198.4	71.7	53.3	3,113	37.6	42.4	59.5	58.0	I-4	4.10 x 3.00	2.5	FI	8.3	110@5,200	135@3,200	17.1	9.0	4.5	3A	3.18	F	14	39.0
Lumina Sedan	107.5	197.6	71.0	53.6	3,194	38.8	42.4	59.5	58.0	I-4	4.10 x 3.00	2.5	FI	8.3	110@5,200	135@3,200	17.1	9.0	4.5	3A	3.18	F	14	39.0
OPTIONAL ENGINES: Beretta										V-6	3.60 x 3.40	3.1	MFI	8.8	135@4,200	180@3,600								
Beretta GTZ										I-4	3.63 x 3.35	2.3	MFI	10.0	180@6,200	160@5,200								
Camaro										V-8	3.74 x 3.48	5.0	TBI	9.3	170@4,000	255@2,400								
Camaro IROC-Z										V-8	3.74 x 3.48	5.0	MFI	9.3	210@4,400	285@3,200								
Camaro IROC-Z										V-8	3.74 x 3.48	5.0	MFI	9.3	230@4,400	300@3,200								
Camaro IROC-Z										V-8	4.00 x 3.48	5.7	MFI	9.3	245@4,400	345@3,200								
Camaro RS*										V-8	3.74 x 3.48	5.0	TBI	9.3	170@4,000	255@2,400								
Camaro Z28*										V-8	3.74 x 3.48	5.0	MFI	9.3	210@4,400	285@3,200								
Camaro Z28*										V-8	3.74 x 3.48	5.0	MFI	9.3	230@4,400	300@3,200								
Camaro Z28*										V-8	4.00 x 3.48	5.7	MFI	9.3	245@4,400	345@3,200								
Cavalier Z24										V-6	3.60 x 3.40	3.1	MFI	9.0	140@4,500	185@3,600								
Celebrity										V-6	3.60 x 3.40	3.1	MFI	8.8	135@4,400	180@3,600								

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SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
Corsica LTZ										V-6	3.60 x 3.40	3.1	MFI	8.8	135@4,200	180@3,600								
Corvette										V-8	4.00 x 3.48	5.7	MFI	9.5	250@4,400	350@3,200								
Lumina Euro										V-6	3.60 x 3.30	3.1	MFI	8.8	135@4,400	180@3,600								
*This optional engine is available on the 1991 model.																								
CHRYSLER Imperial Sedan	109.3	203.0	68.9	55.3	3,570	38.4	43.0	57.6	57.6	V-6	3.66 x 3.19	3.3	MFI	8.9	150@5,000	185@3,600	16.0	9.5	5.0	4A	2.36	F	14	41.4
LeBaron Coupe	100.3	184.9	68.5	51.0	2,863	37.6	42.4	57.5	57.6	I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800	14.0	9.0	4.5	3A	3.02	F	14	37.1
LeBaron Sedan	103.3	181.2	67.3	53.7	3,064	38.4	41.9	57.6	57.2	V-6	3.59 x 2.99	3.0	MFI	8.9	141@5,000	171@2,800	16.0	9.5	4.5	4A	2.36	F	14	38.8
LeBaron Convertible	100.4	184.9	68.5	52.3	3,051	38.3	42.4	57.6	57.6	I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800	14.0	9.0	4.5	3A	3.02	F	14	37.1
New Yorker Salon Sedan	104.3	193.6	68.9	54.8	3,143	38.3	41.9	57.6	57.6	V-6	3.59 x 2.99	3.0	MFI	8.9	141@5,000	171@2,800	16.0	9.5	5.0	4A	2.36	F	14	40.5
New Yorker Fifth Avenue Sedan	109.3	198.6	68.9	55.1	3,452	38.4	43.0	57.6	57.6	V-6	3.66 x 3.19	3.3	MFI	8.9	147@4,800	183@3,600	16.0	9.5	4.5	4A	2.36	F	14	41.4
TC by Maserati Convertible	93.0	175.8	68.5	51.9	3,274	37.4	42.4	57.6	57.7	I-4	3.44 x 3.62	2.2	MFI	7.3	200@5,500	220@3,400	14.0	9.0	4.5	5M	2.64	F	15	39.2
OPTIONAL ENGINES: LeBaron, TC by Maserati										V-6	3.59 x 2.99	3.0	MFI	8.9	141@5,000	171@2,800								
LeBaron Turbo										I-4	3.44 x 4.09	2.5	SFI	7.8	150@4,800	180@2,000								
LeBaron Turbo										I-4	3.44 x 3.62	2.2	SFI	8.0	174@5,200	210@2,400								
DAIHATSU Charade 2-dr. Hatchback	92.1	144.9	63.6	54.5	1,820	37.5	41.1	54.5	53.7	I-3	2.99 x 2.87	1.0	MFI	9.5	53@5,200	58@3,600	10.6	4.1	3.3	5M	4.64	F	13	31.5
Charade Sedan	92.1	159.6	63.6	54.5	2,045	38.6	37.7	54.5	53.7	I-4	2.99 x 2.81	1.3	MFI	9.5	80@6,000	74@4,400	10.6	5.8	3.7	5M	4.64	F	13	31.5
OPTIONAL ENGINES: Charade 2-dr. Hatchback										I-4	2.99 x 2.81	1.3	MFI	9.5	80@6,000	74@4,400								
DODGE Colt 2-dr. Hatchback	93.9	158.7	65.7	51.9	2,194	38.3	41.9	56.3	56.3	I-4	3.23 x 3.23	1.5	FI	9.4	81@5,500	91@3,000	13.2	4.4	3.1	4M	3.45	F	13	30.2
Colt DL Wagon	93.7	169.3	64.4	53.7	2,271	37.7	40.6	55.5	52.8	I-4	3.23 x 3.23	1.5	MFI	9.4	75@5,500	87@2,500	12.4	4.5	3.1	5M	4.02	F	13	32.5
Colt DL 4wd Wagon	93.9	169.3	64.4	56.1	2,568	37.7	40.6	55.5	53.5	I-4	3.39 x 3.44	1.8	MFI	9.0	87@5,000	102@3,000	12.4	5.5	3.6	5M	5.08	4	14	32.5
Colt Vista Wagon	103.3	176.6	64.8	57.3	2,667	38.3	38.8	55.5	54.1	I-4	3.35 x 3.46	2.0	MFI	8.5	96@5,000	113@3,500	13.2	7.4	3.6	5M	4.02	F	13	34.8
Colt Vista 4wd Wagon	103.5	176.6	64.8	59.4	2,965	38.3	38.8	55.3	54.3	I-4	3.35 x 3.46	2.0	MFI	8.5	96@5,000	113@3,500	14.5	7.4	3.6	5M	3.71	4	14	34.8
Daytona 2-dr. Hatchback	97.0	179.2	69.3	50.1	2,798	37.1	42.4	57.5	57.6	I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800	14.0	9.0	4.5	5M	2.51	F	14	35.5
Dynasty Sedan	104.3	192.0	68.9	53.5	3,006	38.3	41.9	57.6	57.6	I-4	3.44 x 4.09	2.5	FI	9.5	100@4,800	135@2,800	16.0	7.6	4.5	3A	3.02	F	14	40.5
Monaco Sedan	106.0	192.8	70.0	54.7	3,083	38.5	43.8	58.1	57.1	V-6	3.66 x 2.87	3.0	MFI	9.3	150@5,000	171@3,600	17.0	8.7	6.0	4A	2.66	F	14	35.9
Shadow Coupe	97.0	171.7	67.3	52.6	2,610	38.3	41.5	57.6	57.2	I-4	3.44 x 3.62	2.2	FI	9.5	93@4,800	122@3,200	14.0	9.0	4.5	5M	2.51	F	14	34.0
Shadow Sedan	97.0	171.7	67.3	52.6	2,650	38.3	41.5	57.6	57.2	I-4	3.44 x 3.62	2.2	FI	9.5	93@4,800	122@3,200	14.0	9.0	4.5	5M	2.51	F	14	34.0
Spirit Sedan	103.3	181.2	67.3	53.5	2,798	38.4	41.9	57.6	57.2	I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800	16.0	9.0	4.5	5M	2.51	F	14	37.6
OPTIONAL ENGINES: Colt										I-4	2.95 x 3.66	1.6	FI	9.2	123@6,500	101@5,000								
Colt DL Wagon										I-4	3.39 x 3.44	1.8	MFI	9.0	87@5,000	102@3,000								
Daytona Turbo, Shadow Turbo										I-4	3.44 x 3.62	2.2	MFI	8.0	174@5,200	210@2,400								
Shadow										I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800								
Daytona Turbo, Shadow Turbo, Spirit Turbo										I-4	3.44 x 4.09	2.5	MFI	7.8	150@4,800	180@2,000								
Daytona, Dynasty, Spirit										V-6	3.59 x 2.99	3.0	MFI	8.9	141@5,000	171@2,800								
Dynasty										V-6	3.66 x 3.19	3.3	MFI	8.9	147@4,800	183@3,600								
EAGLE Premier Sedan	106.0	192.8	70.0	54.7	3,023	38.5	43.8	58.1	57.1	V-6	3.66 x 2.87	3.0	MFI	9.3	150@5,000	171@3,600	17.0	8.7	5.5	4A	2.66	F	14	35.9
Summit Sedan	96.7	170.1	65.7	52.8	2,271	39.1	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5	MFI	9.4	81@5,500	91@3,000	13.2	4.4	3.1	5M	4.02	F	13	30.8
Talon Coupe	97.2	172.4	66.9	52.0	2,711	37.9	42.5	57.7	57.1	I-4	3.35 x 3.46	2.0	MFI	9.0	135@6,000	125@5,000	15.9	7.4	4.0	5M	4.32	F	16	35.4
Talon 4wd Coupe	97.2	172.4	66.9	52.0	3,101	37.9	42.5	57.7	57.1	I-4	3.35 x 3.46	2.0	MFI	7.8	195@6,000	203@3,000	15.9	7.4	4.0	5M	4.93	4	16	35.4
OPTIONAL ENGINES: Summit										I-4	3.24 x 2.95	1.6	MFI	9.2	123@6,500	137@5,000								
Talon Turbo										I-4	3.35 x 3.46	2.0	MFI	7.8	190@6,000	203@5,000								
FERRARI 348 TB/TS Coupe	96.5	166.7	74.6	46.1	3,223	N.A.	N.A.	59.2	62.2	V-8	3.35 x 2.95	3.4	FI	10.4	300@7,000	228@4,000	23.2	N.A.	N.A.	5M	N.A.	R	17	39.2
Testarossa Coupe	100.4	176.6	77.8	44.5	3,660	N.A.	N.A.	59.8	65.4	H-12	3.22 x 3.07	4.9	FI	8.8	380@5,750	354@4,500	26.5	21.0	16.4	5M	3.21	R	16	39.3
Mondial t Coupe	104.3	178.5	70.6	48.6	3,440	N.A.	N.A.	59.9	61.4	V-8	3.35 x 2.95	3.2	FI	10.4	300@7,000	228@4,000	18.5	25.3	10.6	5M	4.06	R	16	38.9
Mondial t Cabriolet	104.3	178.5	70.6	49.8	3,462	N.A.	N.A.	59.9	61.4	V-8	3.35 x 2.95	3.2	FI	10.4	300@7,000	228@4,000	18.5	25.3	10.6	5M	4.06	R	16	38.9
FORD Escort 2-dr. Hatchback	94.2	169.4	65.9	53.7	2,242	38.1	41.5	54.7	56.0	I-4	3.23 x 3.46	1.9	FI	9.0	90@4,600	106@3,400	11.5	7.9	4.0	4M	2.85	F	14	35.7
Escort 4-dr. Hatchback	94.2	169.4	65.9	53.7	2,310	38.1	41.5	54.7	56.0	I-4	3.23 x 3.46	1.9	FI	9.0	90@4,600	106@3,400	13.0	7.9	4.0	4M	2.52	F	14	35.7
Escort Wagon	94.2	169.4	65.9	53.4	2,313	38.1	41.5	54.7	56.0	I-4	3.23 x 3.46	1.9	FI	9.0	90@4,600	106@3,400	13.0	7.9	4.0	5M	2.52*	F	14	35.7
*This rear axle utilizes dual transfer ratios, with 2.61 for the first through fourth gears and a lower 2.52 for fifth.																								
Escort 2-dr. Hatchback*	98.4	170.9	66.7	52.5	2,321	38.4	41.7	56.5	56.5	I-4	3.23 x 3.46	1.9	SFI	9.0	88@4,400	108@3,800	13.2	5.3	4.0	5M	3.41	F	13	31.5
Escort 4-dr. Hatchback*	98.4	170.9	66.7	52.5	2,361	38.4	41.7	56.5	56.5	I-4	3.23 x 3.46	1.9	SFI	9.0	88@4,400	108@3,800	13.2	5.3	4.0	5M	3.62	F	13	31.5
Escort Wagon*	98.4	171.3	66.7	53.6	2,446	38.4	41.7	56.5	56.5	I-4	3.23 x 3.46	1.9	SFI	9.0	88@4,400	106@3,800	13.2	5.3	4.0	5M	3.62	F	13	31.5
*This Escort, a 1991 model, will be added mid-year.																								
Festiva 2-dr. Hatchback	90.2	140.5	63.2	55.3	1,785	38.8	40.6	55.1	54.5	I-4	2.79 x 3.29	1.3	MFI	9.7	63@5,000	73@3,000	10.0	5.3	4.0	5M	3.78	F	12	28.9
LTD Crown Victoria Sedan	114.3	211.0	77.5	55.6	3,821	38.3	42.5	62.2	63.3	V-8	4.00 x 3.00	5.0	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	4A	2.73	R	15	39.1
LTD Country Squire Wagon	114.3	215.7	79.3	56.5	3,978	39.2	42.5	62.2	63.3	V-8	4.00 x 3.00	5.0	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	4A	3.08	R	15	39.1
Mustang Coupe	100.5	179.6	68.3	52.1	2,759	37.0	41.7	56.6	57.0	I-4	3.78 x 3.12	2.3	MFI	9.5	88@4,000	132@2,600	15.4	8.6	5.0	5M	3.45	R	14	37.4
Mustang 2-dr. Hatchback	100.5	179.6	68.3	52.1	2,824	37.0	41.7	56.6	57.0	I-4	3.78 x 3.12	2.3	MFI	9.5	88@4,200	132@2,600	15.4	8.6	5.0	5M	3.45	R	14	37.4

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SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
Mustang Convertible	100.5	179.6	68.3	52.1	2,960	37.6	41.7	56.6	57.0	I-4	3.78 x 3.12	2.3	MFI	9.5	88@4,200	132@2,600	15.4	8.6	5.0	5M	3.45	R	14	37.4
Probe GL 2-dr. Hatchback	99.0	177.0	67.9	51.8	2,730	37.3	42.5	57.3	57.7	I-4	3.39 x 3.70	2.2	MFI	8.6	110@4,700	130@3,000	15.1	7.9	5.1	5M	4.10	F	14	34.8
Probe LX 2-dr. Hatchback	99.0	177.0	67.9	51.9	2,970	37.3	42.5	57.3	57.7	V-6	3.50 x 3.10	3.0	MFI	9.3	140@4,800	160@3,000	15.1	9.9	4.5	5M	3.85	F	14	34.8
Probe GT 2-dr. Hatchback	99.0	177.0	68.3	52.0	3,000	37.3	42.5	57.3	57.7	I-4	3.39 x 3.70	2.2	MFI	7.8	145@4,300	190@3,500	15.1	7.9	5.1	5M	4.10	F	15	34.8
Taurus Sedan	106.0	188.4	70.8	54.6	2,956	38.3	41.7	61.6	60.5	I-4	3.70 x 3.60	2.5	FI	9.0	90@4,400	130@2,600	16.0	8.5	4.5	3A	3.26	F	14	38.1
Taurus Wagon	106.0	191.9	70.8	55.4	3,244	38.6	41.7	61.6	59.9	V-6	3.50 x 3.10	3.0	FI	9.3	140@4,800	160@3,000	16.0	10.0	4.5	4A	3.37	F	14	38.1
Tempo Coupe	99.9	176.7	68.3	52.8	2,529	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3	MFI	9.0	98@4,400	124@2,200	15.9	8.1	5.0	5M	2.56*	F	14	36.9
Tempo Sedan	99.9	177.0	68.3	52.9	2,587	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3	MFI	9.0	98@4,400	124@2,200	15.9	8.1	5.0	5M	2.56*	F	14	36.9
*This rear axle utilizes dual transfer ratios, with 3.33 for the first through fourth gears and a lower 2.56 for fifth.																								
Tempo 4wd Sedan	99.9	177.0	68.3	52.9	2,808	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3	MFI	9.0	100@4,400	130@2,600	14.2	8.1	5.0	3A	3.07	4	14	40.3
Thunderbird Coupe	113.0	198.7	72.7	52.7	3,581	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8	SFI	9.0	140@3,800	215@2,400	19.0	10.8	4.5	4A	3.27	R	15	34.9
Thunderbird Super Coupe	113.0	198.7	72.7	52.7	3,809	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8	SFI	8.2	210@4,000	315@2,600	19.0	10.8	4.5	5M	2.73	R	16	34.9
OPTIONAL ENGINES: Escort GT*										I-4	2.27 x 3.35	1.8	MFI	9.0	127@6,500	114@4,500								
LTD Crown Victoria										V-8	4.00 x 3.00	5.0	SFI	8.9	160@3,400	280@2,200								
Mustang										V-8	4.00 x 3.00	5.0	SFI	9.0	225@4,200	300@3,200								
Taurus										V-6	3.80 x 3.40	3.8	SFI	9.0	140@3,800	215@2,200								
Taurus SHO										V-6	3.50 x 3.15	3.0	SFI	9.8	220@6,200	200@4,800								
Tempo										I-4	3.70 x 3.30	2.3	MFI	9.0	100@4,400	130@2,600								
*This optional engine is available on the 1991 model																								
GEO Metro Coupe	89.2	146.1	62.0	51.9	1,620	39.7	42.5	53.7	52.8	I-3	2.91 x 3.03	1.0	FI	9.5	55@5,700	58@3,300	10.6	4.1	3.3	5M	4.10	F	12	30.2
Metro Sedan	93.1	150.0	62.7	53.5	1,693	38.8	42.5	53.7	52.8	I-3	2.91 x 3.03	1.0	FI	9.5	55@5,700	58@3,300	10.6	4.1	3.3	5M	4.10	F	12	30.2
Metro Convertible	89.2	146.1	62.7	51.9	1,753	39.7	42.4	53.7	52.8	I-3	2.91 x 3.03	1.0	FI	9.5	55@5,700	58@3,300	10.6	4.1	3.3	5M	4.10	F	13	30.2
Prizm Sedan	95.7	170.7	65.2	52.4	2,347	38.3	40.9	56.3	55.5	I-4	3.20 x 3.00	1.6	MFI	9.5	102@5,800	101@4,800	13.2	5.9	3.2	5M	3.72	F	13	31.5
Prizm Hatchback Sedan	95.7	170.7	65.2	52.4	2,397	38.3	40.9	56.3	55.5	I-4	3.20 x 3.00	1.6	MFI	9.5	102@5,800	101@4,800	13.2	5.9	3.2	5M	3.72	F	13	31.5
Storm Coupe	96.5	163.4	66.7	51.1	2,282	37.5	43.8	56.3	55.2	I-4	3.15 x 3.11	1.6	MFI	9.1	95@5,800	97@4,800	12.4	7.2	3.8	5M	3.83	F	14	32.2
OPTIONAL ENGINES: Metro XFI										I-3	2.91 x 3.03	1.0	FI	9.5	49@4,700	58@3,300								
Prizm GSI										I-4	3.20 x 3.00	1.6	MFI	10.3	130@6,800	105@6,000								
Storm GSI										I-4	3.15 x 3.11	1.6	MFI	9.8	130@7,000	102@5,800								
HONDA Accord Coupe	107.1	184.8	67.9	53.9	2,736	38.8	42.9	58.1	58.3	I-4	3.35 x 3.74	2.2	MFI	8.8	125@5,200	137@4,000	17.0	7.4	5.2	5M	4.06	F	14	36.1
Accord Sedan	107.1	184.8	67.9	54.7	2,733	38.9	42.6	58.1	58.3	I-4	3.35 x 3.74	2.2	MFI	8.8	125@5,200	137@4,000	17.0	7.4	5.2	5M	4.06	F	14	36.1
Civic 2-dr. Hatchback	98.4	157.1	66.3	52.5	2,127	38.2	43.3	57.1	57.3	I-4	2.95 x 3.33	1.5	SFI	9.2	70@5,500	83@3,000	11.9	5.3	4.2	4M	3.89	F	13	32.4
Civic Sedan	98.4	168.8	66.7	53.5	2,262	38.5	43.1	57.1	57.3	I-4	2.95 x 3.33	1.5	SFI	9.2	92@6,000	89@4,500	11.9	5.8	4.2	5M	4.06	F	13	32.4
Civic Wagon	98.4	161.7	66.1	56.1	2,335	39.4	41.2	56.9	57.2	I-4	2.95 x 3.33	1.5	SFI	9.2	92@6,000	89@4,500	11.9	5.7	4.2	5M	4.06	F	14	32.1
Civic 4wd Wagon	98.4	161.7	66.1	56.9	2,628	39.4	41.2	56.8	57.2	I-4	2.95 x 3.54	1.6	MFI	9.1	108@6,000	100@5,000	11.9	5.7	4.2	6M	4.43	4	14	32.1
CRX Coupe	90.6	148.5	65.9	50.1	1,967	37.0	40.8	57.1	57.3	I-4	2.95 x 3.33	1.5	SFI	9.6	62@4,500	90@2,000	10.6	5.5	4.2	5M	2.95	F	13	30.4
Prelude 2.0 S Coupe	101.0	177.6	67.3	51.0	2,566	36.9	43.1	58.3	57.9	I-4	3.19 x 3.74	2.0	2V	9.1	105@5,800	111@4,000	15.9	6.3	5.1	5M	4.27	F	13	34.8
OPTIONAL ENGINES: Accord EX										I-4	3.35 x 3.74	2.2	MFI	8.8	130@5,200	142@4,000								
Civic DX Hatchback, CRX Coupe										I-4	2.95 x 3.33	1.5	SFI	9.2	92@6,000	89@4,500								
Civic Si Hatchback, Civic EX Sedan, CRX Si Coupe										I-4	2.95 x 3.54	1.6	MFI	9.1	108@6,000	100@5,000								
Prelude										I-4	3.19 x 3.74	2.0	MFI	9.0	135@6,200	127@4,000								
Prelude										I-4	3.27 x 3.74	2.0	MFI	9.4	140@5,800	135@5,000								
HYUNDAI Excel 2-dr. Hatchback	93.9	161.4	63.2	54.5	2,040	37.8	41.7	54.7	52.8	I-4	2.97 x 3.23	1.5	MFI	9.4	81@5,500	91@3,000	11.9	4.9	3.6	4M	4.02	F	13	31.7
Excel 4-dr. Hatchback	93.9	161.4	63.2	54.5	2,040	37.8	41.7	54.7	52.8	I-4	2.97 x 3.23	1.5	MFI	9.4	81@5,500	91@3,000	11.9	4.9	3.6	4M	4.02	F	13	31.7
Excel Sedan	93.9	168.3	63.2	54.5	2,040	37.8	41.7	54.7	52.8	I-4	2.97 x 3.23	1.5	MFI	9.4	81@5,500	91@3,000	11.9	4.9	3.6	4M	4.02	F	13	31.7
Sonata Sedan	104.3	184.3	68.9	55.4	2,717	38.5	42.4	57.3	56.7	I-4	3.41 x 3.94	2.4	MFI	8.5	116@4,500	142@3,500	15.9	11.6	4.2	5M	4.07	F	14	35.7
V-6 Sonata Sedan	104.3	184.3	68.9	55.4	2,834	38.5	42.4	57.3	56.7	V-6	3.59 x 2.99	3.0	MFI	8.9	142@5,000	168@2,500	17.2	11.6	4.4	4A	3.70	F	15	35.7
INFINITI M30 2-dr. Coupe	103.0	188.8	66.5	54.3	3,333	36.8	42.2	56.5	56.5	V-6	3.43 x 3.27	3.0	SFI	9.0	162@5,200	180@3,000	17.2	8.5	4.5	4A	3.92	R	15	32.2
Q45 4-dr. Sedan	113.2	199.8	71.9	56.3	3,950	38.2	43.9	61.8	61.8	V-8	3.66 x 3.26	4.5	SFI	10.2	278@6,000	292@4,000	22.5	10.1	7.0	4A	3.54	R	15	37.3
ISUZU Impulse XS Coupe	96.5	166.0	66.7	51.1	2,411	37.5	43.8	56.3	55.4	I-4	3.15 x 3.11	1.6	MFI	9.8	130@6,000	102@4,600	12.4	7.3	4.8	5M	4.12	F	14	32.2
JAGUAR XJ-S Coupe	102.0	191.7	70.6	47.8	4,015	36.1	41.3	58.6	59.2	V-12	3.54 x 2.76	5.3	FI	11.5	262@5,000	290@3,000	24.0	21.0	10.5	4A	2.88	R	15	39.4
XJ-S Convertible	102.0	191.7	70.6	47.8	4,190	36.1	41.3	58.6	59.2	V-12	3.54 x 2.76	5.3	FI	11.5	262@5,000	290@3,000	21.6	21.0	10.5	4A	2.88	R	15	39.4
XJ-6 Sedan	113.0	196.4	78.9	54.3	3,903	36.6	41.7	59.1	59.0	I-6	3.58 x 4.02	4.0	FI	9.6	223@4,750	278@3,650	23.2	13.0	7.9	4A	3.58	R	15	40.8
LAMBORGHINI Diablo Coupe	104.3	175.6	80.3	43.5	3,640	N.A.	N.A.	59.4	64.6	V-12	3.43 x 3.15	5.7	SFI	10.1	485@7,000	428@5,200	26.4	N.A.	N.A.	5M	2.41	R	17	N.A.
LEXUS ES 250 Sedan	102.4	183.1	66.9	53.1	3,164	37.8	42.9	58.1	56.9	V-6	3.44 x 2.74	2.5	FI	9.0	156@5,600	160@4,400	15.9	10.0	4.1	5M	3.93	F	15	36.1
LS 400 Sedan	110.8	196.7	71.7	55.3	3,759	38.6	43.8	61.6	61.6	V-8	3.44 x 3.25	4.0	MFI	10.0	250@5,600	260@4,400	22.5	11.2	5.3	4A	3.62	R	15	36.1
LINCOLN Continental Sedan	109.0	205.1	72.7	55.6	3,663	38.7	41.7	62.3	61.1	V-6	3.80 x 3.40	3.8	SFI	9.0	140@3,800	215@2,200	18.6	12.1	4.5	4A	3.37	F	15	38.0
Mark VII Coupe	108.5	202.8	70.9	54.2	3,779	37.8	42.0	58.4	59.0	V-8	4.00 x 3.00	5.0	SFI	9.0	225@4,200	300@3,200	22.1	14.1	5.0	4A	3.08	R	15	40.1
Town Car Sedan	117.4	220.2	78.1	56.7	4,025	39.0	42.5	62.8	63.3	V-8	4.00 x 3.00	5.0	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	4A	3.08	R	15	40.0

NOTE: This table has been compiled from information supplied by factories, distributors and directed sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia./ft.)
OPTIONAL ENGINES: Town Car										V-8	4.00 x 3.00	5.0	SFI	8.9	160@3,400	280@2,200								
LOTUS Esprit Turbo	96.0	170.5	73.2	45.3	2,820	37.0	31.0	60.0	61.2	I-4	3.75 x 3.00	2.2	MFI	8.0	228@6,500	218@4,000	18.5	12.5	7.0	5M	3.89	R	15	36.0
OPTIONAL ENGINES: Lotus Turbo SE										I-4	3.75 x 3.00	2.2	MFI	8.0	264@6,500	261@3,900								
MASERATI 228 Coupe	102.4	175.6	73.4	52.4	3,019	N.A.	N.A.	60.6	61.0	V-6	3.70 x 2.64	2.8	FI	7.7	225@5,600	246@3,500	17.4	9.0	6.0	5M	2.88	R	15	34.5
430 Sedan	102.4	173.2	68.1	53.5	2,915	N.A.	N.A.	56.8	57.2	V-6	3.70 x 2.64	2.8	FI	7.7	225@5,600	246@3,500	20.0	9.0	6.0	5M	3.31	R	15	34.9
Spyder Convertible	94.5	159.2	67.5	51.6	2,780	N.A.	N.A.	59.1	58.1	V-6	3.70 x 2.64	2.8	FI	7.7	225@5,600	246@3,500	18.0	9.0	6.0	5M	3.31	R	15	34.9
MAZDA 323 2-dr. Hatchback	96.5	163.6	65.7	54.3	2,238	38.6	42.2	56.3	56.5	I-4	3.07 x 3.29	1.6	MFI	9.3	82@5,000	92@2,500	13.2	5.3	3.6	5M	3.85	F	13	31.5
323 Protege Sedan	98.4	171.5	65.9	54.1	2,359	38.4	42.2	56.3	56.5	I-4	3.27 x 3.35	1.8	MFI	8.9	103@5,500	111@4,000	14.5	5.3	3.8	5M	3.62	F	13	32.2
323 Protege 4wd Sedan	98.4	171.5	65.9	54.5	2,634	38.4	42.2	56.3	56.5	I-4	3.27 x 3.35	1.8	MFI	8.9	103@5,500	111@4,000	15.9	5.3	3.8	5M	4.39	4	14	32.2
626 Sedan	101.4	179.3	66.5	55.5	2,610	39.0	43.7	57.3	57.7	I-4	3.39 x 3.70	2.2	FI	8.6	110@4,700	130@3,000	15.9	8.0	4.8	5M	4.11	F	14	36.0
626 4-dr. Hatchback	101.4	179.3	66.5	54.1	2,710	38.7	43.6	57.3	57.7	I-4	3.39 x 3.70	2.2	FI	8.6	110@4,700	130@3,000	15.9	8.0	4.8	5M	4.11	F	14	36.0
929 Sedan	106.7	193.9	67.9	54.5	3,477	37.8	43.3	56.9	57.5	V-6	3.50 x 3.00	3.0	MFI	8.5	158@5,500	170@4,000	18.5	10.0	5.6	4A	3.91	R	15	35.4
MX-5 Miata Convertible	89.2	155.4	65.9	48.2	2,182	37.1	42.7	55.5	56.2	I-4	3.10 x 3.30	1.6	MFI	9.4	116@6,500	100@5,500	11.9	5.0	4.0	5M	4.30	R	14	30.6
MX-6 Coupe	99.0	177.0	66.5	53.5	2,560	38.4	43.6	57.3	57.7	I-4	3.39 x 3.70	2.2	FI	8.6	110@4,700	130@3,000	15.9	8.0	4.8	5M	4.11	F	14	35.3
RX-7 Coupe	95.7	169.9	66.5	49.8	2,800	37.2	43.7	57.1	56.7	R	—	1.3	FI	9.7	160@7,000	140@4,000	18.5	9.2	6.1	5M	4.10	R	15	32.2
OPTIONAL ENGINES: 323 Protege										I-4	3.27 x 3.35	1.8	MFI	9.0	125@6,500	114@4,500								
626 GT										I-4	3.39 x 3.70	2.2	FI	7.8	145@4,300	190@3,500								
929 S										V-6	3.50 x 3.00	3.0	MFI	8.5	190@5,600	191@4,500								
RX-7 Turbo										R	—	1.3	FI	9.0	200@6,500	196@3,500								
MERCEDES-BENZ 190 E 2.6 Sedan	104.9	175.1	66.5	54.1	2,955	36.9	41.9	56.7	55.9	I-6	3.26 x 3.16	2.6	FI	9.2	158@5,800	162@4,600	14.5	10.6	6.3	5M	3.27	R	15	35.0
300 D 2.5 Turbo Sedan	110.2	187.2	68.5	56.3	3,390	36.9	41.7	59.1	58.7	I-5	3.43 x 3.31	2.5	FI	22.0	121@4,600	165@2,400	18.5	10.5	7.9	4A	2.65	R	15	36.7
300 E 2.6 Sedan	110.2	187.2	68.5	56.3	3,265	36.9	41.7	59.1	58.7	I-6	3.26 x 3.16	2.6	FI	9.2	158@5,800	162@4,600	18.5	10.6	6.9	4A	3.07	R	15	36.7
300 E Sedan	110.2	187.2	68.5	56.3	3,315	36.9	41.7	59.1	58.7	I-6	3.48 x 3.16	3.0	FI	9.2	177@5,700	188@4,400	18.5	10.6	6.9	4A	2.87	R	15	36.7
300 E 4wd Sedan	110.2	187.2	68.5	57.1	3,615	36.9	41.7	58.9	58.5	I-6	3.48 x 3.16	3.0	FI	9.2	177@5,700	188@4,400	18.5	10.6	6.9	4A	3.07	4	15	39.9
300 CE Coupe	106.9	183.9	68.5	54.9	3,505	36.0	41.9	59.1	58.7	I-6	3.48 x 3.16	3.0	FI	10.0	217@6,400	195@4,600	18.5	10.6	7.9	4A	3.27	R	15	35.8
300 TE Wagon	110.2	188.2	68.5	59.8	3,560	37.4	41.7	58.9	58.6	I-6	3.48 x 3.16	3.0	FI	9.2	177@5,700	188@4,400	19.0	10.6	6.9	4A	3.27	R	15	36.7
300 TE 4wd Wagon	110.2	188.2	68.5	60.2	3,835	37.4	41.7	58.9	58.5	I-6	3.48 x 3.16	3.0	FI	9.2	177@5,700	188@4,400	19.0	10.6	6.9	4A	3.29	4	15	39.9
300 SE Sedan	115.6	202.6	71.7	56.6	3,740	37.2	41.9	61.5	60.4	I-6	3.48 x 3.16	3.0	FI	9.2	177@5,700	188@4,400	23.8	10.6	6.9	4A	3.46	R	15	39.0
300 SEL Sedan	121.1	208.1	71.7	56.7	3,785	37.3	41.9	61.5	60.4	I-6	3.48 x 3.16	3.0	FI	9.2	177@5,700	188@4,400	23.8	10.6	6.9	4A	3.46	R	15	40.6
350 SDL Turbo Sedan	121.1	208.1	71.7	56.7	3,820	37.3	41.9	61.5	60.4	I-6	3.50 x 3.60	3.5	FI	22.0	134@4,000	228@2,000	23.8	10.6	8.5	4A	2.82	R	15	40.6
420 SEL Sedan	121.1	208.1	71.7	56.7	3,915	37.3	41.9	61.5	60.4	V-8	3.62 x 3.10	4.2	FI	9.0	201@5,200	228@3,600	23.8	13.7	8.5	4A	2.47	R	15	40.6
560 SEL Sedan	121.1	208.1	71.7	56.3	4,100	37.3	41.9	61.5	60.4	V-8	3.80 x 3.73	5.6	FI	9.0	238@4,800	287@3,500	23.8	13.7	8.5	4A	2.47	R	15	40.6
300 SL Coupe	99.0	176.0	71.3	50.7	3,970	37.1	42.4	60.4	60.0	I-6	3.48 x 3.16	3.0	FI	10.0	228@6,300	201@4,600	21.1	12.2	7.9	5M	3.46	R	16	35.4
500 SL Coupe	99.0	176.0	71.3	50.7	4,145	37.1	42.4	60.4	60.0	V-8	3.80 x 3.35	5.0	FI	10.0	322@5,500	332@4,000	21.1	13.7	8.5	4A	2.65	R	16	35.4
560 SEC Coupe	112.2	199.2	72.0	55.0	3,915	36.8	41.9	61.5	60.4	V-8	3.80 x 3.73	5.6	FI	9.0	238@4,800	287@3,500	23.8	13.7	8.5	4A	2.47	R	15	38.1
MERCURY Cougar Coupe	113.0	198.7	72.7	52.7	3,608	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8	SFI	9.0	140@3,800	215@2,400	19.0	12.3	4.5	4A	3.27	R	15	34.9
Cougar XR-7 Coupe	113.0	198.7	72.7	52.7	3,805	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8	SFI	8.2	210@4,000	315@2,600	19.0	10.7	4.5	5M	2.73	R	16	34.9
Grand Marquis Sedan	114.3	213.6	77.5	55.5	3,832	38.3	42.5	62.2	63.3	V-8	4.00 x 3.00	5.0	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	4A	2.73	R	15	39.1
Grand Marquis Colony Park Wagon	114.3	218.0	79.3	56.5	4,006	39.2	42.5	62.2	63.3	V-8	4.00 x 3.00	5.0	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	4A	3.08	R	15	39.1
Sable Sedan	106.0	192.2	70.8	54.3	3,131	38.3	41.7	61.6	60.5	V-6	3.50 x 3.10	3.0	MFI	9.3	140@4,800	160@3,000	16.0	10.0	4.5	4A	3.37	F	15	38.1
Sable Wagon	106.0	192.2	70.8	55.1	3,260	38.6	41.7	61.6	59.9	V-6	3.50 x 3.10	3.0	MFI	9.3	140@4,800	160@3,000	16.0	10.0	4.5	4A	3.37	F	15	38.1
Topaz Coupe	99.9	176.7	68.3	52.8	2,546	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3	MFI	9.0	98@4,400	124@2,200	15.9	8.1	5.0	5M	3.33*	F	14	36.9
Topaz Sedan	99.9	177.0	68.3	52.9	2,602	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3	MFI	9.0	98@4,400	124@2,200	15.9	8.1	5.0	5M	3.33*	F	14	36.9
*This rear axle utilizes dual transfer ratios, with 3.33 for the first through fourth gears and a lower 2.58 axle ratio for fifth.																								
Topaz 4wd Sedan	99.9	177.0	68.3	52.9	2,763	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3	MFI	9.0	100@4,400	130@2,600	14.2	8.1	5.0	3A	3.07	4	14	40.3
Tracer 2-dr. Hatchback*	94.7	162.0	65.2	53.0	2,205	38.3	41.5	54.9	56.0	I-4	3.07 x 3.29	1.6	MFI	9.3	82@5,000	92@2,500	11.9	5.3	4.1	5M	3.85	F	13	30.8
Tracer 4-dr. Hatchback*	94.7	162.0	65.2	53.0	2,240	38.3	41.5	54.9	56.0	I-4	3.07 x 3.29	1.6	MFI	9.3	82@5,000	92@2,500	11.9	5.3	4.1	5M	3.85	F	13	30.8
Tracer Wagon*	94.7	169.7	65.2	53.7	2,335	38.2	41.5	54.9	56.0	I-4	3.07 x 3.29	1.6	MFI	9.3	82@5,000	92@2,500	11.9	5.3	4.1	5M	4.10	F	13	30.8
*Tracer is a 1989½ model.																								
Tracer Sedan**	98.4	170.9	66.7	52.7	2,356	38.4	41.7	56.5	56.5	I-4	3.23 x 3.46	1.9	SFI	9.0	88@4,400	108@3,800	11.9	5.3	4.0	5M	3.62	F	13	31.5
Tracer Wagon**	98.4	171.3	66.7	53.6	2,468	38.4	41.7	56.5	56.5	I-4	3.23 x 3.46	1.9	SFI	9.0	88@4,400	108@3,800	11.9	5.3	4.0	5M	3.62	F	14	31.5
OPTIONAL ENGINES: Cougar										V-6	3.80 x 3.40	3.8	SFI	8.2	210@4,000	315@2,600								
Grand Marquis										V-8	4.00 x 3.00	5.0	SFI	8.9	160@3,400	280@2,200								
Sable										V-6	3.80 x 3.40	3.8	SFI	9.0	140@3,800	215@2,200								
Topaz										I-4	3.70 x 3.30	2.3	MFI	9.0	100@4,400	130@2,600								
Tracer**										I-4	3.27 x 3.35	1.8	FI	9.0	127@6,500	114@4,500								
**The new 1991 Tracer will be introduced in mid-year.																								
MITSUBISHI Eclipse Coupe	97.2	170.5	66.5	51.4	2,524	37.9	43.9	57.7	57.1	I-4	3.20 x 3.40	1.8	MFI	9.0	92@5,000	105@3,500	15.9	6.6	4.1	5M	4.32	F	14	34.1

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SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
Eclipse 4wd Coupe	97.2	172.4	66.5	52.0	3,095	37.9	43.8	57.7	57.3	I-4	3.35 x 3.46	2.0	MFI	7.8	195@6,000	203@3,000	15.9	7.6	4.6	5M	4.93	4	16	35.4
Galant Sedan	102.4	183.9	66.7	53.5	2,667	38.6	41.9	57.5	57.1	I-4	3.34 x 3.46	2.0	MFI	8.5	102@5,000	116@4,500	15.9	7.6	4.1	5M	3.16	F	14	34.8
Galant 4wd Sedan	102.4	183.9	66.7	55.5	3,087	39.0	41.9	57.5	57.1	I-4	3.34 x 3.46	2.0	MFI	9.0	135@6,000	125@5,000	15.9	7.6	4.6	5M	4.19	4	15	34.8
Mirage 2-dr. Hatchback	93.9	158.7	65.7	52.0	2,205	38.3	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5	MFI	9.4	81@5,500	91@3,000	13.2	5.3	3.6	5M	4.02	F	13	30.2
Mirage Sedan	96.7	170.1	65.7	52.8	2,271	39.1	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5	MFI	9.4	81@5,500	91@3,000	13.2	5.3	3.6	5M	4.02	F	13	30.8
Precis 2-dr. Hatchback	93.8	161.4	63.3	54.5	2,336	37.8	41.6	54.7	52.8	I-4	2.97 x 3.23	1.5	MFI	9.4	76@5,500	87@2,500	11.9	5.6	3.2	4M	4.02	F	13	31.8
Sigma Sedan	102.4	185.8	66.7	51.6	3,108	37.5	40.3	56.9	55.7	V-6	3.59 x 2.99	3.0	MFI	8.9	142@5,000	168@2,500	15.9	9.7	4.5	4A	3.71	F	15	34.8
OPTIONAL ENGINES: Eclipse										I-4	3.30 x 3.50	2.0	MFI	9.0	135@6,000	125@3,000								
Eclipse Turbo										I-4	3.30 x 3.50	2.0	MFI	7.8	190@6,000	203@3,000								
Galant										I-4	3.30 x 3.50	2.0	MFI	9.0	135@6,000	125@3,000								
NISSAN Axxess Wagon	102.8	171.9	66.5	64.6	2,877	39.7	38.6	57.5	56.3	I-4	3.50 x 3.78	2.4	SFI	8.6	138@5,600	148@4,400	17.2	7.9	3.8	5M	3.90	F	14	34.8
Axxess 4wd Wagon	102.4	171.9	66.5	64.6	3,146	39.7	38.6	57.5	56.3	I-4	3.50 x 3.78	2.4	SFI	8.6	138@5,600	148@4,400	15.9	7.9	3.8	5M	4.47	4	14	35.4
240SX Coupe	97.4	178.0	66.5	50.8	2,651	37.8	42.0	57.7	57.5	I-4	3.50 x 3.78	2.4	SFI	8.6	140@5,600	152@4,400	15.9	7.1	3.7	5M	4.08	R	15	30.8
300ZX Coupe	96.5	169.5	70.5	49.2	3,219	36.8	43.0	58.9	60.4	V-6	3.43 x 3.27	3.0	SFI	10.5	222@6,400	198@4,800	18.7	10.6	4.6	5M	4.08	R	16	34.1
300ZX 2 + 2 Coupe	101.2	178.0	70.9	49.4	3,313	37.1	43.0	58.9	60.4	V-6	3.43 x 3.27	3.0	SFI	10.5	222@6,400	198@4,800	18.7	10.6	4.6	5M	4.08	R	16	35.4
300ZX Turbo Coupe	96.5	169.5	70.5	49.4	3,414	36.8	43.0	58.9	61.2	V-6	3.43 x 3.27	3.0	SFI	8.5	300@6,400	280@6,400	18.7	10.6	4.4	5M	3.69	R	16	34.1
Maxima Sedan	104.3	187.6	69.3	55.1	3,086	39.5	43.7	59.4	58.7	V-6	3.43 x 3.27	3.0	SFI	9.0	160@5,200	181@2,800	18.5	9.4	4.1	5M	3.65	F	15	36.7
Pulsar NX XE 2-dr. Hatchback	95.7	166.5	66.1	51.0	2,388	38.0	42.0	56.9	56.9	I-4	2.99 x 3.46	1.6	FI	9.4	90@6,000	96@3,200	13.2	5.8	3.4	5M	4.47	F	13	31.5
Sentra Coupe	95.7	166.5	65.6	52.2	2,304	37.0	41.6	56.5	56.5	I-4	2.99 x 3.46	1.6	FI	9.4	90@6,000	96@3,200	13.2	5.8	3.4	5M	4.17	F	13	31.5
Sentra 2-dr. Sedan	95.7	168.7	64.6	54.3	2,156	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6	FI	9.4	90@6,000	96@3,200	13.2	5.8	3.4	4M	3.69	F	13	30.2
Sentra Sedan	95.7	168.7	64.6	54.3	2,208	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6	FI	9.4	90@6,000	96@3,200	13.2	5.8	3.4	5M	3.90	F	13	30.2
Sentra Wagon	95.7	172.2	64.6	54.3	2,301	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6	FI	9.4	90@6,000	96@3,200	13.2	5.8	3.4	5M	3.90	F	13	30.2
Stanza Sedan	100.4	179.9	66.9	54.1	2,788	38.6	42.6	57.5	56.7	I-4	3.50 x 3.78	2.4	SFI	8.6	138@5,600	148@4,400	16.4	7.9	3.8	5M	3.65	F	14	35.4
OLDSMOBILE Custom Cruiser Wagon	116.0	220.3	79.8	58.5	4,221	39.6	42.2	62.1	64.1	V-8	3.80 x 3.39	5.0	4V	8.0	140@3,200	255@2,000	22.0	15.3	4.0	4A	2.93	R	15	39.7
Cutlass Calais Coupe	103.4	178.8	66.6	52.4	2,518	37.9	42.9	55.8	55.2	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	13.6	7.8	4.0	5M	3.35	F	13	37.8
Cutlass Calais Sedan	103.4	178.8	66.6	52.4	2,586	37.9	42.9	55.8	55.2	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	13.6	7.8	4.0	5M	3.35	F	13	37.8
Cutlass Ciera Coupe	104.9	193.2	69.5	54.1	2,736	38.6	42.1	58.7	57.0	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	15.7	9.8	4.0	3A	2.84	F	14	38.1
Cutlass Ciera Sedan	104.9	193.2	69.5	54.1	2,764	38.6	42.1	58.7	57.0	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	15.7	9.8	4.0	3A	2.84	F	14	38.1
Cutlass Cruiser Wagon	104.9	194.4	69.5	54.5	2,913	38.6	42.1	58.7	57.0	I-4	4.10 x 3.00	2.5	TBI	8.3	110@5,200	135@3,200	15.7	9.9	4.0	3A	2.84	F	14	38.1
Cutlass Supreme Coupe	107.5	192.3	71.0	53.3	3,133	37.8	42.3	59.5	58.0	I-4	3.62 x 3.35	2.3	MFI	10.0	180@6,200	160@5,200	16.5	12.5	4.0	5M	3.61	F	14	37.5
Cutlass Supreme Sedan	107.5	192.2	71.0	54.8	3,221	38.8	42.4	59.5	58.0	I-4	3.62 x 3.35	2.3	MFI	10.0	180@6,200	160@5,200	16.5	12.5	4.0	5M	3.61	F	14	37.5
Cutlass Supreme Convertible	107.5	192.3	71.0	54.3	3,485	38.8	42.3	59.5	58.0	V-6	3.60 x 3.30	3.1	MFI	8.8	135@4,400	180@3,600	16.5	13.1	4.5	4A	3.33	F	15	39.0
88 Royale Coupe	110.8	196.3	72.6	53.9	3,248	38.1	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	11.7	4.0	4A	2.84	F	14	39.4
88 Royale Sedan	110.8	196.3	72.6	54.5	3,293	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	11.7	4.0	4A	2.84	F	14	39.4
98 Regency Sedan	110.8	196.3	72.6	54.8	3,325	39.3	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	11.7	4.0	4A	2.84	F	14	39.4
Touring Sedan	110.8	196.3	72.6	54.8	3,497	39.3	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	11.7	4.0	4A	2.84	F	16	39.6
Toronado Coupe	108.0	200.3	72.8	53.0	3,462	37.8	43.0	59.9	59.9	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	12.0	4.0	4A	2.84	F	15	39.4
Trofeo 2-dr. Coupe	108.0	200.3	72.8	53.0	3,556	37.8	43.0	59.9	59.9	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.3	12.0	4.0	4A	2.84	F	16	39.4
OPTIONAL ENGINES: Cutlass Calais Quad 442										I-4	3.62 x 3.35	2.3	MFI	10.0	180@6,200	160@5,200								
Cutlass Calais, Cutlass Ciera, Cutlass Cruiser										V-6	3.70 x 3.16	3.3	MFI	9.0	160@5,200	185@2,000								
Cutlass Calais, Cutlass Supreme										I-4	3.62 x 3.35	2.3	MFI	9.5	160@6,200	155@5,200								
Cutlass Supreme										V-6	3.60 x 3.30	3.1	MFI	8.8	135@4,400	180@3,600								
PEUGEOT 405 Sedan	105.1	177.7	67.6	55.4	2,460	36.5	41.4	57.1	56.8	I-4	3.27 x 3.46	1.9	FI	8.4	110@5,200	120@4,250	17.2	7.0	5.3	5M	4.06	F	14	34.6
405 Mi 16 Sedan	105.1	177.7	67.6	55.4	2,715	36.5	41.4	56.7	56.4	I-4	3.27 x 3.46	1.9	FI	9.5	150@6,400	128@5,000	17.2	7.6	5.6	5M	4.43	F	14	34.6
405 Wagon	105.1	175.1	67.5	56.0	2,635	38.4	41.5	57.1	56.8	I-4	3.27 x 3.46	1.9	FI	8.4	110@5,200	120@4,250	17.2	7.0	5.3	5M	4.06	F	14	34.6
505 DL Wagon	114.2	194.5	67.7	60.1	3,230	38.1	40.0	58.7	57.1	I-4	3.46 x 3.50	2.2	FI	8.8	120@5,000	131@3,500	18.0	7.9	5.8	5M	4.11	R	15	36.8
505 SW8 Wagon	114.2	194.5	67.7	60.1	3,296	38.1	40.0	58.7	57.1	I-4	3.46 x 3.50	2.2	FI	8.8	120@5,000	131@3,500	18.0	7.9	5.8	5M	4.11	R	15	36.8
PLYMOUTH Acclaim Sedan	103.3	181.2	67.3	53.5	2,798	38.4	41.9	57.6	57.2	I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800	16.0	9.0	4.5	5M	2.51	F	14	37.6
Colt 2-dr. Hatchback	93.9	158.7	65.7	51.9	2,194	38.3	41.9	56.3	56.3	I-4	3.23 x 3.23	1.5	FI	9.4	81@5,500	91@3,000	13.2	4.4	3.1	4M	3.45	F	13	30.2
Colt DL Wagon	93.7	169.3	64.4	53.7	2,271	37.7	40.6	55.5	52.8	I-4	3.23 x 3.23	1.5	MFI	9.4	75@5,500	87@2,500	12.4	4.5	3.1	5M	4.02	F	13	32.5
Colt DL 4wd Wagon	93.9	169.3	64.4	56.1	2,568	37.7	40.6	55.5	53.5	I-4	3.39 x 3.44	1.8	MFI	9.0	87@5,000	102@3,000	12.4	5.5	3.6	5M	5.08	4	14	32.5
Colt Vista Wagon	103.3	176.6	64.8	57.3	2,667	38.3	38.8	55.5	54.1	I-4	3.35 x 3.46	2.0	MFI	8.5	96@5,000	113@3,500	13.2	7.4	3.6	5M	4.02	F	13	34.8
Colt Vista 4wd Wagon	103.5	176.6	64.8	59.4	2,965	38.3	38.8	55.3	54.3	I-4	3.35 x 3.46	2.0	MFI	8.5	96@5,000	113@3,500	14.5	7.4	3.6	5M	3.71	4	14	34.8
Laser 2-dr. Hatchback	97.2	170.5	66.5	51.4	2,524	37.9	42.5	57.7	57.1	I-4	3.17 x 3.39	1.8	MFI	9.0	92@5,000	105@3,500	15.9	5.3	4.4	5M	4.32	F	14	34.7
Sundance Coupe	97.0	171.1	67.3	52.6	2,615	38.3	41.5	57.6	57.2	I-4	3.44 x 3.62	2.2	FI	9.5	93@4,800	122@3,200	14.0	9.0	4.5	5M	2.51	F	14	34.0
Sundance Sedan	97.0	171.7	67.3	52.6	2,655	38.3	41.5	57.6	57.2	I-4	3.44 x 3.62	2.2	FI	9.5	93@4,800	122@3.200	14.0	9.0	4.5	5M	2.51	F	14	34.0
OPTIONAL ENGINES: Acclaim Turbo, Sundance Turbo										I-4	3.44 x 4.09	2.5	SFI	7.8	150@4,800	180@2,000								
Acclaim										V-6	3.59 x 2.99	3.0	MFI	8.9	141@5,000	171@2,800								

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SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
Colt										I-4	2.95 x 3.66	1.6	FI	9.2	123@6,500	101@5,000								
Colt DL Wagon										I-4	3.39 x 3.44	1.8	MFI	9.0	87@5,000	102@3,000								
Laser										I-4	3.35 x 3.45	2.0	MFI	9.0	135@6,000	125@5,000								
Laser Turbo										I-4	3.35 x 3.45	2.0	MFI	7.8	190@6,000	203@3,000								
Sundance										I-4	3.44 x 4.09	2.5	FI	8.9	100@4,800	135@2,800								
PONTIAC Bonneville Sedan	110.8	198.7	72.1	54.1	3,309	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8	SFI	8.5	165@4,800	210@2,000	18.0	N.A.	5.0	4A	2.84	F	14	39.7
Firebird Coupe	101.0	188.1	72.4	50.0	3,106	37.0	43.0	60.7	61.6	V-6	3.50 x 3.31	3.1	MFI	8.5	140@4,400	180@3,600	15.5	14.7	5.0	5M	3.42	R	15	39.4
Grand Am Coupe	103.4	179.2	66.5	56.2	2,566	37.9	42.9	55.8	55.2	I-4	4.00 x 3.00	2.5	TBI	9.0	110@5,200	135@3,200	13.6	7.8	5.0	5M	3.35	F	14	36.6
Grand Am Sedan	103.4	179.2	66.5	52.6	2,623	37.9	42.9	55.8	55.2	I-4	4.00 x 3.00	2.5	TBI	9.0	110@5,200	135@3,200	13.6	7.8	5.0	5M	3.35	F	14	36.6
Grand Prix Coupe	107.5	194.5	71.9	53.3	3,189	37.8	42.3	59.5	58.0	I-4	3.62 x 3.35	2.3	MFI	9.5	160@6,200	155@5,200	16.0	N.A.	5.0	3A	3.18	F	14	39.0
Grand Prix Sedan	107.5	194.5	71.9	54.8	3,280	38.2	42.4	59.5	58.0	I-4	3.62 x 3.35	2.3	MFI	9.5	160@6,200	155@5,200	16.0	N.A.	5.0	3A	3.18	F	14	39.0
LeMans 2-dr. Hatchback	99.2	163.7	65.5	53.5	2,136	38.8	42.0	55.1	55.4	I-4	3.10 x 3.20	1.6	TBI	8.6	74@5,600	90@2,800	13.2	N.A.	N.A.	4M	3.72	F	13	32.8
LeMans Sedan	99.2	172.4	65.7	53.7	2,235	38.8	42.0	55.1	55.4	I-4	3.10 x 3.20	1.6	TBI	8.6	74@5,600	90@2,800	13.2	N.A.	N.A.	5M	3.72	F	13	32.8
6000 Sedan	104.9	188.9	72.0	53.7	2,837	38.6	42.1	58.7	57.0	I-4	4.00 x 3.00	2.5	TBI	9.0	110@5,200	135@3,200	15.7	9.8	5.0	3A	2.84	F	14	37.0
6000 4wd Sedan	104.9	188.9	72.0	53.7	3,295	38.6	42.1	58.7	57.0	V-6	3.60 x 3.40	3.1	MFI	8.8	140@4,400	185@3,600	15.7	13.1	5.0	3A	3.18	4	15	38.5
6000 Wagon	104.9	193.2	72.0	54.1	3,156	38.6	42.1	58.7	57.0	V-6	3.60 x 3.40	3.1	MFI	8.8	140@4,400	185@3,600	15.7	13.1	5.0	4A	3.33	F	14	37.0
Sunbird Coupe	101.2	178.2	66.3	52.0	2,478	37.7	42.2	55.8	55.2	I-4	3.39 x 3.39	2.0	TBI	8.8	96@4,800	118@3,600	13.6	7.8	4.2	5M	3.45	F	14	34.3
Sunbird Sedan	101.2	181.3	65.0	53.6	2,500	39.1	42.2	55.8	55.2	I-4	3.39 x 3.39	2.0	TBI	8.8	96@4,800	118@3,600	13.6	7.8	4.2	5M	3.45	F	14	34.3
Sunbird Convertible	101.2	178.2	66.3	52.0	2,431	39.1	42.9	55.8	55.2	I-4	3.39 x 3.39	2.0	TBI	8.8	96@4,800	118@3,600	13.6	7.8	4.7	5M	3.45	F	14	34.3
OPTIONAL ENGINES: LeMans GSE										I-4	3.39 x 3.39	2.0	TBI	8.8	96@4,800	118@3,600								
Sunbird GT Turbo										I-4	3.39 x 3.39	2.0	MFI	8.0	165@5,600	175@4,000								
Grand Am										I-4	3.62 x 3.35	2.3	MFI	9.5	160@6,200	155@5,200								
Grand Am										I-4	3.62 x 3.35	2.3	MFI	10.0	180@6,200	180@5,200								
Grand Prix										V-6	3.50 x 3.31	3.1	MFI	8.8	135@4,400	180@3,600								
Grand Prix Turbo										V-6	3.50 x 3.31	3.1	MFI	8.8	205@4,800	220@3,200								
Firebird Formula										V-8	3.74 x 3.48	5.0	TBI	9.3	170@4,000	255@2,400								
Firebird Trans Am										V-8	3.74 x 3.48	5.0	MFI	9.3	205@4,400	285@3,200								
Firebird Trans Am GTA										V-8	4.00 x 3.48	5.7	MFI	9.3	240@4,400	340@2,800								
PORSCHE 911 Carrera Coupe	89.4	168.3	65.0	52.0	3,031	N.A.	N.A.	54.3	54.1	H-6	3.94 x 3.01	3.6	FI	11.3	247@6,100	228@4,800	20.3	N.A.	12.2	5M	3.44	R	16	39.2
911 Carrera Convertible	89.4	168.3	65.0	52.0	3,031	N.A.	N.A.	54.3	54.1	H-6	3.94 x 3.01	3.6	FI	11.3	247@6,100	228@4,800	20.3	N.A.	12.2	5M	3.44	R	16	39.2
911 Carrera 4wd Coupe	89.4	168.3	65.0	52.0	3,252	N.A.	N.A.	54.3	54.1	H-6	3.94 x 3.01	3.6	FI	11.3	247@6,100	228@4,800	20.3	N.A.	12.2	5M	3.44	4	16	39.2
911 Carrera 4wd Convertible	89.4	168.3	65.0	52.0	3,252	N.A.	N.A.	54.3	54.1	H-6	3.94 x 3.01	3.6	FI	11.3	247@6,100	228@4,800	20.3	N.A.	12.2	5M	3.44	4	16	39.2
928 2-dr. Hatchback	98.4	178.1	72.3	50.5	3,505	N.A.	N.A.	61.5	61.6	V-8	3.94 x 3.11	5.0	FI	10.0	326@6,200	317@4,100	22.7	16.9	8.0	5M	2.73	R	16	38.4
944 S2 2-dr. Hatchback	94.5	168.9	68.3	50.2	2,998	N.A.	N.A.	58.2	57.1	I-4	4.09 x 3.46	3.0	FI	10.9	208@5,800	207@4,100	21.1	8.2	6.9	5M	3.88	R	16	35.3
944 S2 2-dr. Convertible	94.5	168.9	68.3	50.2	3,109	N.A.	N.A.	58.2	57.1	I-4	4.09 x 3.46	3.0	FI	10.9	208@5,800	207@4,100	21.1	8.2	6.9	5M	3.88	R	16	35.3
OPTIONAL ENGINES: 928 automatic										V-8	3.94 x 3.11	5.0	FI	10.0	316@6,000	317@3,000								
ROLLS-ROYCE Corniche III Convertible	120.5	207.5	77.1	59.8	5,360	37.7	41.2	60.5	60.5	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	39.5
Silver Spirit II Sedan	120.5	207.8	79.1	58.5	5,160	37.5	39.0	60.5	60.5	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	39.5
Silver Spur II Sedan	124.5	211.8	79.1	58.5	5,240	37.5	39.0	60.5	60.5	V-8	4.10 x 3.90	6.8	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3A	2.69	R	15	41.0
SAAB 900 2-dr. Hatchback	99.1	182.8	66.5	55.1	2,732	37.8	41.7	56.4	56.8	I-4	3.54 x 3.07	2.0	FI	10.1	128@6,000	128@3,000	18.0	10.5	4.2	5M	3.89	F	15	33.8
900 Sedan	99.1	182.5	66.5	55.1	2,787	37.8	41.7	56.4	56.8	I-4	3.54 x 3.07	2.0	FI	10.1	128@6,000	128@3,000	18.0	10.5	4.2	5M	3.89	F	15	33.8
900S 2-dr. Hatchback	99.1	182.8	66.5	55.1	2,790	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0	FI	10.1	128@6,000	128@3,000	18.0	10.5	4.2	5M	3.89	F	15	33.8
900S Sedan	99.1	182.5	66.5	55.1	2,821	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0	FI	10.1	128@6,000	128@3,000	18.0	10.5	4.2	5M	3.89	F	15	33.8
900 Turbo 2-dr. Hatchback	99.1	182.8	66.5	55.1	2,901	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0	FI	9.0	160@5,500	188@3,000	18.0	10.5	4.5	5M	3.89	F	15	33.8
900 Turbo Sedan	99.1	182.5	66.5	55.1	2,946	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0	FI	9.0	160@5,500	188@3,000	18.0	10.5	4.5	5M	3.89	F	15	33.8
900 Turbo Convertible	99.1	182.5	66.5	54.6	2,967	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0	FI	9.0	160@5,500	188@3,000	18.0	10.5	4.5	5M	3.89	F	15	33.8
900 Turbo SPG 2-dr. Hatchback	99.1	182.8	66.7	54.8	2,945	37.8	41.7	57.3	57.7	I-4	3.54 x 3.07	2.0	FI	9.0	175@5,500	195@3,000	18.0	10.5	4.5	5M	3.89	F	15	33.8
9000 CD Sedan	104.2	188.2	69.4	55.9	3,022	38.6	41.5	59.9	58.7	I-4	3.54 x 3.54	2.3	FI	10.1	150@5,500	156@3,800	17.4	9.5	4.1	5M	4.45	F	15	35.8
9000S 4-dr. Hatchback	104.2	181.9	69.4	55.9	3,004	38.6	41.5	59.9	58.7	I-4	3.54 x 3.54	2.3	FI	10.1	150@5,500	156@3,800	17.4	9.5	4.1	5M	4.45	F	15	35.8
9000 Turbo 4-dr. Hatchback	104.2	181.9	69.4	55.9	3,147	38.6	41.5	59.9	58.7	I-4	3.54 x 3.07	2.0	FI	9.0	165@5,500	195@3,000	17.4	9.5	4.1	5M	4.05	F	15	35.8
9000 CD Turbo Sedan	104.2	188.2	69.4	55.9	3,151	38.6	41.5	59.9	58.7	I-4	3.54 x 3.07	2.0	FI	9.0	165@5,500	195@3,000	17.4	9.5	4.1	5M	4.05	F	15	35.8
STERLING 827Si Sedan	108.6	188.8	68.1	54.8	3,153	37.8	41.2	58.7	57.1	V-6	3.43 x 2.53	2.7	MFI	9.0	160@5,900	162@4,500	17.0	9.1	4.8	5M	4.20	F	15	36.6
827SLi 4-dr. Hatchback	108.6	188.8	68.1	54.8	3,285	37.8	41.2	58.7	57.1	V-6	3.43 x 2.53	2.7	MFI	9.0	160@5,900	162@4,500	17.0	9.1	4.8	4A	4.20	F	16	36.6
SUBARU Justy 2-dr. Hatchback	90.0	145.5	60.4	55.9	1,820	38.0	41.5	52.4	50.8	I-3	3.07 x 3.27	1.2	MFI	9.1	73@5,600	71@2,800	9.2	4.9	3.0	5M	4.80	F	12	29.5
Justy 4wd 2-dr. Hatchback	90.0	145.5	60.4	55.9	1,920	38.0	41.5	52.4	50.8	I-3	3.07 x 3.27	1.2	MFI	9.1	73@5,600	71@2,800	9.2	4.9	3.0	5M	4.80	4	13	29.5
Justy 4wd 4-dr. Hatchback	90.0	145.5	60.4	55.9	2,045	38.0	41.5	52.4	50.8	I-3	3.07 x 3.27	1.2	MFI	9.1	73@5,600	71@2,800	9.2	4.9	3.0	5M	4.80	4	13	29.5
Loyale RS 4wd Coupe	97.2	174.6	65.4	53.4	2,475	37.6	42.2	55.5	56.1	H-4	3.62 x 2.64	1.8	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	5M	3.90	4	13	31.5
Loyale RS 4wd Turbo Coupe	97.2	174.6	65.4	53.4	2,680	37.6	42.2	55.5	56.1	H-4	3.62 x 2.64	1.8	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	5M	3.70	4	13	31.5
Loyale Sedan	97.2	174.6	65.4	52.5	2,275	37.6	41.7	56.1	56.1	H-4	3.62 x 2.64	1.8	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	5M	3.90	F	13	31.5
Loyale 4wd Sedan	97.0	174.6	65.4	54.3	2,425	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	5M	3.90	4	13	31.5
Loyale Turbo Sedan	97.2	174.6	65.4	52.5	2,425	37.6	41.7	56.1	56.1	H-4	3.62 x 2.64	1.8	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3A	3.36	F	13	31.5
Loyale 4wd Turbo Sedan	97.0	174.6	65.4	54.3	2,625	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	5M	3.70	4	13	31.5
Loyale Wagon	97.0	176.8	65.4	53.0	2,405	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	5M	3.90	F	13	31.5

NOTE: This table has been compiled from information supplied by factories, distributors and directed sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase with filter (qts.)	Transmission (standard)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. ft.)
Loyale 4wd Wagon	96.9	176.8	65.4	54.9	2,550	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	5M	3.90	4	13	31.5
Loyale Turbo Wagon	97.0	176.8	65.4	53.0	2,555	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3A	3.35	F	13	31.5
Loyale 4wd Turbo Wagon	96.9	176.8	65.4	54.9	2,765	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	5M	3.70	4	13	31.5
XT Coupe	97.0	177.6	66.5	49.4	2,455	37.4	43.3	56.5	56.1	H-4	3.62 x 2.64	1.8	MFI	9.5	97@5,200	103@3,200	15.9	5.8	4.2	5M	3.70	F	13	31.8
XT6 Coupe	97.0	177.6	66.5	49.4	2,815	37.4	43.3	56.9	56.2	H-6	3.62 x 2.64	2.7	MFI	9.5	145@5,200	156@4,000	15.9	7.4	5.3	5M	3.90	F	14	34.1
XT6 4wd Coupe	97.0	177.6	66.5	52.6	2,885	37.4	43.4	56.5	56.7	H-6	3.62 x 2.64	2.7	MFI	9.5	145@5,200	156@4,000	15.9	7.4	5.3	5M	3.90	4	14	34.1
Legacy Sedan	101.6	177.6	66.5	54.3	2,620	38.2	42.3	57.5	57.1	H-4	3.82 x 2.95	2.2	MFI	9.5	130@5,400	137@4,400	15.9	6.3	4.8	5M	3.70	F	14	33.5
Legacy 4wd Sedan	101.6	177.6	66.5	55.1	2,830	38.2	42.3	57.5	57.1	H-4	3.82 x 2.95	2.2	MFI	9.5	130@5,400	137@4,400	15.9	6.3	4.8	5M	4.11	4	14	33.5
Legacy Wagon	101.6	181.1	66.5	55.9	2,750	38.2	42.3	57.5	56.9	H-4	3.82 x 2.95	2.2	MFI	9.5	130@5,400	137@4,400	15.9	6.3	4.8	5M	3.70	F	14	33.5
Legacy 4wd Wagon	101.6	181.1	66.5	56.7	2,960	38.2	42.3	57.5	56.9	H-4	3.82 x 2.95	2.2	MFI	9.5	130@5,400	137@4,400	15.9	6.3	4.8	5M	4.11	4	14	33.5
SUZUKI Swift 2-dr. Hatchback	89.2	146.1	62.0	53.1	1,716	37.8	42.5	53.7	52.8	I-4	2.91 x 2.97	1.3	FI	9.5	70@6,000	74@3,500	10.6	5.0	3.5	5M	3.52	F	13	30.2
Swift GT 2-dr. Hatchback	89.2	146.1	62.4	53.1	1,870	37.8	42.5	53.7	52.8	I-4	2.91 x 2.97	1.3	MFI	10.0	100@6,500	83@5,000	10.6	5.0	3.5	5M	4.11	F	14	30.2
Swift Sedan	93.1	160.4	63.0	54.3	1,848	39.1	42.5	53.7	52.8	I-4	2.91 x 2.97	1.3	FI	9.5	70@6,000	74@3,500	10.6	5.0	3.5	5M	3.52	F	13	31.4
TOYOTA Camry Sedan	102.4	182.1	67.4	54.1	2,690	37.9	42.9	58.3	57.1	I-4	3.39 x 3.39	2.0	FI	9.3	115@5,200	124@4,400	15.9	N.A.	N.A.	5M	3.74	F	14	34.8
Camry 4wd Sedan	102.4	182.1	67.4	54.1	3,086	37.9	42.9	58.3	57.1	I-4	3.39 x 3.39	2.0	FI	9.3	115@5,200	124@4,400	15.9	N.A.	N.A.	5M	4.24	4	14	34.8
Camry Wagon	102.4	183.1	67.4	54.5	2,910	38.2	42.9	58.3	57.1	I-4	3.39 x 3.39	2.0	FI	9.3	115@5,200	124@4,400	15.9	N.A.	N.A.	4A	3.74	F	14	34.8
Celica Coupe	99.4	176.0	67.1	50.6	2,500	37.7	42.9	57.9	56.5	I-4	3.19 x 3.03	1.6	FI	9.5	103@6,000	102@3,200	15.9	N.A.	3.7	5M	4.31	F	13	36.1
Celica 2-dr. Hatchback	99.4	173.6	67.1	50.6	2,696	37.7	42.9	57.9	56.5	I-4	3.43 x 3.58	2.2	FI	9.5	130@5,400	140@4,400	15.9	N.A.	4.4	5M	3.74	F	14	36.1
Celica 4wd 2-dr. Hatchback*	99.4	174.0	68.7	50.4	3,272	37.7	42.9	58.3	56.9	I-4	3.39 x 3.39	2.0	FI	8.8	200@6,000	200@3,200	15.9	N.A.	4.3	5M	4.29	4	15	36.1
*Axle ratio for the rear axle on Celica 4wd Hatchback is 2.93																								
Corolla Coupe	95.7	172.2	65.6	49.6	2,414	37.9	42.9	56.3	55.5	I-4	3.19 x 3.03	1.6	FI	9.5	102@5,800	101@4,800	13.2	N.A.	3.9	5M	3.72	F	13	N.A.
Corolla Sedan	95.7	170.3	65.2	52.4	2,390	38.4	40.9	56.3	55.5	I-4	3.19 x 3.03	1.6	FI	9.5	102@5,800	101@4,800	13.2	N.A.	3.9	5M	3.72	F	13	N.A.
Corolla 4wd Sedan*	95.7	170.3	65.2	53.0	2,650	38.4	40.9	56.7	54.3	I-4	3.19 x 3.03	1.6	FI	9.5	102@5,800	101@4,800	13.2	N.A.	3.9	5M	4.56	4	13	N.A.
*Axle ratio for the rear axle on Corolla 4wd Sedan is 2.93.																								
Corolla Wagon	95.7	171.5	65.2	54.5	2,436	39.6	40.9	56.3	55.5	I-4	3.19 x 3.03	1.6	FI	9.5	102@5,800	101@4,800	13.2	N.A.	3.9	5M	3.72	F	13	N.A.
Corolla 4wd Wagon*	95.7	172.1	65.2	56.7	2,736	40.6	40.9	56.7	54.3	I-4	3.19 x 3.03	1.6	FI	9.5	102@5,800	101@4,800	13.2	N.A.	3.9	5M	4.24	4	13	N.A.
*Axle ratio for the rear axle on Corolla 4wd Wagon is 2.93.																								
Cressida Sedan	105.5	189.6	67.3	54.5	3,417	38.4	42.8	57.3	57.3	I-6	3.27 x 3.58	3.0	FI	9.2	190@5,600	185@4,400	18.5	N.A.	5.3	4A	3.91	R	15	32.8
MR2 Coupe*	94.5	164.2	66.9	48.8	2,599	37.5	43.4	57.9	57.1	I-4	3.43 x 3.58	2.2	FI	9.5	130@5,400	140@4,400	14.3	13.8	4.2	5M	4.18	R	14	32.2
*MR2 is a 1991 model.																								
Supra 2-dr Hatchback	102.2	181.9	68.7	51.2	3,463	37.5	43.6	58.5	58.5	I-6	3.27 x 3.58	3.0	FI	9.2	200@6,000	188@3,600	18.5	N.A.	N.A.	5M	4.30	R	16	35.4
Tercel Coupe	93.7	166.7	64.0	51.8	2,020	37.8	40.2	54.5	54.1	I-4	2.88 x 3.43	1.5	1V	9.3	78@6,000	87@4,000	11.9	5.5	3.6	5M	3.72	F	13	31.2
Tercel 2-dr. Hatchback	93.7	157.3	64.0	52.6	1,990	38.4	40.2	54.5	54.1	I-4	2.88 x 3.43	1.5	1V	9.3	78@6,000	87@4,000	11.9	5.5	3.6	5M	3.72	F	13	31.2
OPTIONAL ENGINES: Camry V-6										V-6	3.44 x 2.74	2.5	FI	9.0	156@5,600	160@4,400								
Corolla GT-S										I-4	3.19 x 3.03	1.6	FI	10.3	130@6,800	105@6,000								
MR2 Turbo										I-4	3.39 x 3.39	2.0	FI	8.8	200@6,000	200@3,200								
Supra Turbo										I-6	3.27 x 3.58	3.0	FI	8.4	232@5,600	254@3,200								
VOLKSWAGEN Corrado 2-dr. Hatchback	97.3	159.4	65.9	51.9	2,655	37.0	41.7	56.5	56.2	I-4	3.19 x 3.40	1.8	FI	8.0	158@5,600	166@4,000	14.5	7.3	4.3	5M	3.68	F	15	34.4
Cabriolet Convertible	94.5	153.1	64.6	55.6	2,307	37.4	39.4	55.3	54.0	I-4	3.19 x 3.40	1.8	FI	10.0	94@5,400	100@3,000	13.8	5.1	4.3	5M	3.67	F	14	31.2
Fox Coupe	92.8	163.4	63.0	53.7	2,172	36.6	41.1	53.1	53.9	I-4	3.19 x 3.40	1.8	FI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	4M	3.89	F	13	31.5
Fox Sedan	92.8	163.4	63.0	53.7	2,238	36.6	41.1	53.1	53.9	I-4	3.19 x 3.40	1.8	FI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	4M	3.89	F	13	31.5
Fox 2-dr. Wagon	92.8	163.4	63.9	54.5	2,249	36.6	41.1	53.1	53.9	I-4	3.19 x 3.40	1.8	FI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	4M	3.89	F	13	31.5
Golf GL 2-dr. Hatchback	97.3	158.0	65.5	55.7	2,220	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8	FI	10.0	100@5,400	107@3,400	14.5	7.3	4.3	5M	3.67	F	13	34.4
Golf GL 4-dr. Hatchback	97.3	158.0	65.5	55.7	2,270	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8	FI	10.0	100@5,400	107@3,400	14.5	7.3	4.3	5M	3.67	F	13	34.4
GTI 2-dr. Hatchback	97.3	158.0	66.1	55.7	2,355	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8	FI	10.0	105@5,400	110@3,400	14.5	7.3	4.3	5M	3.67	F	14	34.4
Jetta GL Sedan	97.3	171.7	65.5	55.7	2,275	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8	FI	10.0	100@5,400	107@3,400	14.5	7.3	4.3	5M	3.67	F	14	34.4
Jetta Carat Sedan	97.3	171.7	66.1	55.7	2,428	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8	FI	10.0	105@5,400	110@3,400	14.5	7.3	4.3	5M	3.67	F	14	34.4
Jetta GL Diesel Sedan	97.3	171.7	65.5	55.7	2,375	38.1	39.5	56.3	56.0	I-4	3.01 x 3.40	1.6	FI	23.0	52@4,800	71@2,000	14.5	7.3	4.7	5M	3.94	F	14	34.4
Jetta GLI 16-V Sedan	97.3	171.7	66.1	55.7	2,438	38.1	39.5	56.3	56.0	I-4	3.25 x 3.65	2.0	FI	10.8	134@5,800	133@4,400	14.5	7.3	4.3	5M	3.67	F	15	34.4
Passat Sedan	103.3	180.0	67.1	56.2	2,985	38.2	42.5	58.2	55.9	I-4	3.25 x 3.65	2.0	FI	10.8	134@5,800	133@4,400	18.5	7.3	4.3	5M	3.94	F	14	35.1
Passat Wagon	103.3	179.9	67.1	56.2	3,094	38.7	42.5	58.2	55.9	I-4	3.25 x 3.65	2.0	FI	10.8	134@5,800	133@4,400	18.5	7.3	4.3	4A	4.39	F	14	35.1
VOLVO 240 Sedan	104.3	189.9	67.3	56.3	2,919	37.9	40.1	56.3	53.5	I-4	3.78 x 3.15	2.3	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	5M	3.31	R	14	32.2
240 Wagon	104.3	190.7	67.7	57.1	3,051	37.9	40.1	56.3	53.5	I-4	3.78 x 3.15	2.3	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	5M	3.31	R	14	32.2
740 Sedan	109.1	188.4	69.3	55.5	2,954	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	5M	3.31	R	15	32.5
740 Wagon	109.1	188.4	69.3	56.5	3,082	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	5M	3.31	R	15	32.5
760 GLE Sedan	109.1	188.4	69.3	55.5	3,303	38.6	41.0	57.9	59.8	V-6	3.58 x 2.87	2.8	FI	9.5	144@5,100	173@3,750	21.0	10.0	6.8	4A	3.73	R	15	32.5
780 Coupe	109.1	188.8	69.3	55.1	3,415	37.2	41.0	57.9	57.5	V-6	3.58 x 2.87	2.8	FI	9.5	144@5,100	173@3,750	21.0	10.0	6.8	4A	3.73	R	15	32.5
OPTIONAL ENGINES: 740 GLE										I-4	3.78 x 3.15	2.3	FI	10.0	153@5,700	150@4,450								
740 Turbo and 760 Turbo										I-4	3.78 x 3.15	2.3	FI	8.7	162@4,800	195@3,450								
/80 Turbo										I-4	3.78 x 3.15	2.3	FI	8.7	188@5,100	206@3,900								
YUGO Cabrio Convertible	84.6	139.0	60.7	55.2	1,947	37.0	39.0	51.8	52.0	I-4	3.40 x 2.18	1.3	2V	9.2	61@5,000	68@4,000	8.0	7.0	4.5	5M	3.76	F	13	31.2
GV Plus 2-dr. Hatchback	84.6	139.0	60.7	54.1	1,870	37.0	39.0	51.8	52.0	I-4	3.40 x 2.18	1.3	MFI	9.1	67@5,500	74@3,750	12.0	7.0	4.5	5M	3.76	F	13	31.2

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SPECIFICATIONS

1990-model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload Range (lbs.)	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters)	Carburetion	Horsepower	4 WD Availability	Optional Engines
CHEVROLET/GMC Astro/Safari Van	110.0	—	177.0	187.0	—	—	5,000- 6,000	—	15	27.0	V-6	4.3	FI	150	X	4.3, FI, V-6, 175 HP
C/K 1500, Sierra 1500 Pickup	117.5	131.5	194.1	212.9	N.A.	N.A.	5,200-10,000	1,711-5,456	15	25.0	V-6	4.3	FI	160	X	5.0, FI, V-8; 5.7, FI, V-8, 185 HP; 7.4, FI, V-8, 230 HP; 6.2, diesel, V-8, 130 HP
Lumina APV Cargo Van* *Lumina APV is sold exclusively by Chevrolet.	109.8	—	194.2	—	73.9	65.2	4,806	1,186	14	20.0	V-6	3.1	FI	120		
S-10 Blazer Sport Utility Vehicle* *The S-10 four-door Blazer is a 1991 model.	108.3	122.9	178.2	194.2	64.8	61.3	4,200	994-1,107	15	20.0	V-6	4.3	FI	160	X	
S-10 Blazer/S-15 Jimmy Sport Utility Vehicle	108.3	122.9	178.2	194.2	64.8	61.3	4,200- 4,650	835-1,045	15	20.0	V-6	4.3	FI	160	X	5.7, FI, V-8, 210 HP; 6.2, FI, diesel V-8, 145 HP
S-10/S-15 Sonoma Pickup	108.3	122.9	178.2	194.2	64.8	61.3	4,200- 5,150	582-1,924	14	20.0	I-4	2.5	FI	105	X	2.8, FI, V-6, 125 HP; 4.3, FI, V-6, 160 HP
Sportvan/Rally G10-G30/G1500-G3500 Vans	110.0	146.0	178.2	202.2	79.5	79.1	4,900- 8,600	1,126-3,676	15	22.0	V-6	4.3	FI	150		5.0, FI, V-8; 5.7, FI, V-8, 190 HP; 7.4, FI, V-8; 6.2, FI, diesel V-8, 145 HP; 6.2, FI, diesel V-8, 155 HP
Suburban 1500-2500 Sport Utility Vehicle	129.5	—	219.1	—	79.6	72.0	6,100- 8,600	1,524-3,099	15	37.0	V-8	5.7	FI	210	X	5.7, FI, V-8, 190 HP; 7.4, FI, diesel V-8, 230 HP; 6.2, FI, diesel V-8, 145 HP; 6.2, FI, diesel V-8, 155 HP
V Blazer/ V Jimmy Sport Utility Vehicle	106.5	—	184.8	—	79.6	73.8	6,100- 6,250	1,358-1,560	15	31.0	V-8	5.7	FI	210	X	6.2, FI, diesel V-8, 145 HP
CHRYSLER Town & Country Van	119.1	—	191.4	—	72.0	64.8	3,817	—	15	20.0	V-6	3.3	MFI	150		3.0, MFI, V-6, 141 HP
DAIHATSU Rocky Sport Utility Vehicle	85.6	—	148.2	—	68.5	67.7	2,778- 2,833	650	15	15.9	I-4	1.6	MFI	94	X	
DODGE Caravan Van	112.0	119.0	175.9	190.5	72.2	64.6	4,070- 5,090	1,215-2,005	14	20.0	I-4	2.5	FI	100		2.5, FI, Turbo I-4, 150 HP; 3.0, FI, V-6, 142 HP; 3.3, FI, V-6, 150 HP
Dakota Pickup	112.0	131.0	185.9	204.4	68.4	64.4	4,240- 5,930	1,250-2,800	15	22.0	I-4	2.5	FI	117	X	3.9, FI, V-6, 125 HP
Ram B150/B250/B350 Van/Wagon	109.6	127.6	178.9	222.9	N.A.	N.A.	5,300- 8,510	1,161-3,890	15	22.0	V-6	3.9	FI	125		5.2, FI, V-8, 190 HP; 5.2, FI, V-8, 170 HP; 5.9, FI, V-8, 205 HP
Ram 50 Pickup	105.1	116.5	176.9	193.5	65.1	60.8	4,165- 4,845	1,415-1,720	14	13.7	I-4	2.6	N.A.	N.A.	X	3.0, V-6, 170 HP
Ram Pickup D/W 150	115.0	133.0	N.A.	N.A.	N.A.	N.A.	1,480- 6,400	1,480-2,250	15	22.0	V-6	3.9	FI	125	X	5.2, FI, V-8, 170 HP; 5.9, FI, V-8, 190 HP
Ram Pickup D/W 250	131.0	149.0	N.A.	N.A.	N.A.	N.A.	7,400- 8,510	3,005-4,675	16	22.0	V-6	3.9	FI	125	X	5.2, FI, V-8, 170 HP; 5.9, FI, V-8, 190 HP; 5.9, diesel, i-6
Ram Pickup D/W 350	131.0	—	N.A.	N.A.	N.A.	N.A.	8,700-11,000	3,855-6,270	16	22.0	V-8	5.9	FI	190	X	5.9, diesel, I-6, 190 HP
Ramcharger Sport Utility Vehicle	106.0	—	184.6	—	79.5	69.7	5,600- 6,400	1,335-1,755	15	34.0	V-8	5.2	FI	170	X	5.9, FI, V-8
FORD Aerostar Van/Wagon	118.9	—	174.9	190.3	71.7	72.9	N.A.	1,600-1,950	14	21.0	V-6	3.0	FI	145	X	4.0, FI, V-6
Explorer Sport Utility Vehicle* *Explorer is a 1991 model.	102.1	111.9	174.4	184.3	70.2	68.3	3,606- 3937	750- 900	15	19.0	V-6	4.0	FI	155	X	
F-150/F-250 Econoline Van/Club Wagon	124.0	138.0	186.6	226.8	79.9	N.A.	N.A.	1,560-4,070	15	N.A.	I-6	4.9	FI	145		5.0, FI, V-8, 185 HP; 5.8, FI, V-8, 210 HP; 7.3, diesel, V-8, 180 HP; 7.5, FI, V-8, 230 HP
F-150 Pickup	116.8	155.0	194.1	232.2	79.0	69.9	5,250- 6,250	1,610-2,240	15	18.2	I-6	4.9	FI	145	X	5.0, FI, V-8, 185 HP; 5.8, FI, V-8, 210 HP
F-250 Pickup	133.0	155.0	210.2	232.2	79.0	N.A.	6,600- 8,800	2,470-4,420	15	N.A.	I-6	4.9	FI	145	X	5.0, FI, V-8, 185 HP; 5.8, FI, V-8, 210 HP; 7.3, Diesel V-8, 180 HP; 7.5, FI, V-8, 23C HP
F-350 Pickup	133.0	208.0	210.2	245.7	79.0	N.A.	9,200-11,000	4,120-6,685	16	N.A.	I-6	4.9	FI	145	X	5.8, FI, V-8, 210 HP; 7.3, Diesel V-8, 180 HP; 7.5, FI, V-8, 230 HP
Ranger Pickup	107.9	125.0	176.5	193.6	66.8	N.A.	4,080- 4,780	1,200-1,700	14	N.A.	I-4	2.3	MFI	100	X	2.9, MFI, V-6, 140 HP; 4.0, MFI, V-6
GEO Tracker Sport Utility Vehicle	86.6	—	142.5	—	64.2	65.0	2,238	—	15	11.1	I-4	1.6	FI	80	X	
ISUZU Amigo Sport Utility Vehicle	91.7	—	164.2	168.1	70.1	65.2	3,850- 4,200	865- 960	15	21.9	I-4	2.3	2V	96	X	2.6, MFI, I-4, 120 HP
Pickup	105.6	119.2	177.3	193.8	66.6	62.3	4,300- 5,400	1,375-1,675	14	14.0	I-4	2.3	2V	96	X	2.6 MFI, I-4, 120 HP
Trooper/Trooper II Sport Utility Vehicle	90.6	104.3	162.3	176.0	65.0	71.7	4,740	975-1,035	15	21.9	I-4	2.6	MFI	120	X	2.8, TBI, V-6, 120 HP
JEEP Cherokee/Wagoneer Wagon	101.4	—	165.3	—	70.5	63.3	N.A.	1,150	15	20.2	I-4	2.5	FI	121	X	4.0, MFI, I-6, 177 HP
Comanche Pickup	112.9	119.6	179.2	194.0	71.7	63.7	4,650- 5,550	1,475-2,205	15	N.A.	I-4	2.5	TBI	121	X	4.0, MFI, I-6, 177 HP
Grand Wagoneer Wagon	108.7	—	186.4	—	74.8	66.4	N.A.	1,300	15	20.3	V-8	5.9	2V	144	X	
Wrangler Sport Utility Vehicle	93.4	—	152.6	—	66.0	72.0	N.A.	N.A.	15	15.0	I-4	2.5	TBI	117	X	4.2, 4V, I-6, 112 HP
LAFORZA Laforza Sport Utility Vehicle	106.2	—	179.9	—	78.7	72.6	5,250	—	16	27.5	V-8	5.0	MFI	185	X	
LAMBORGHINI LM 002 Sport Utility Vehicle	122.4	—	193.0	—	78.7	72.8	5,720	N.A.	17	73.0	V-12	5.2	2V	450	X	
MAZDA B2200/B2600i Pickup	108.7	117.5	177.6	198.8	65.7	61.8	4,460	1,400	14	14.8	I-4	2.2	2V	85	X	2.6, FI, I-4, 121 HP
MPV Van	110.4	—	175.8	—	71.9	68.1	—	—	14	15.9	I-4	2.6	FI	121	X	3.0, FI, V-6, 150 HP
MITSUBISHI Mighty Max Pickup	105.1	116.1	177.2	193.7	65.2	58.3	N.A.	1,484-2,285	14	13.7	I-4	2.4	MFI	116	X	3.0, MFI, V-6, 143 HP
Montero Sport Utility Vehicle	92.5	106.1	155.1	183.1	66.1	72.8	N.A.	N.A.	15	19.8	V-6	3.0	MFI	143	X	
Wagon/Van	88.0	—	171.7	175.2	66.5	71.3	N.A.	1,576-1,951	14	14.2	I-4	2.4	MFI	107		
NISSAN Hardbody Pickup	104.3	116.1	174.6	195.5	65.0	62.0	4,400- 5,200	1,400-2,000	14	15.9	I-4	2.4	MFI	134	X	3.0, MFI, V6, 153 HP
Pathfinder Sport Utility Vehicle	104.3	—	171.9	—	66.5	65.7	4,570- 5,000	1,150	15	21.1	V-6	3.0	MFI	153	X	
OLDSMOBILE Bravada Sport Utility Vehicle* *The Bravada, a 1991 model, will be introduced in late 1990.	107.0	—	178.9	—	65.2	65.5	N.A.	5,500	15	20.0	V-6	4.3	TBI	160	X	
Silhouette Van	109.8	—	194.2	—	73.9	65.2	3,648	—	14	20.0	V-6	3.1	TBI	120		
PLYMOUTH Voyager/Grand Voyager Van	112.0	119.1	175.9	190.5	72.0	64.6	4,070- 5,090	1,215-2,005	14	20.0	I-4	2.5	FI	100		2.5, FI, Turbo I-4; 3.0, FI, V-6, 142 HP; 3.3, FI, V-6, 150 HP
PONTIAC Trans Sport Van	109.8	—	194.5	—	74.6	65.2	3,553	4,873-4,906	14	20.0	V-6	3.1	TBI	120		
RANGE ROVER Sport Utility Vehicle	100.0	—	175.0	—	71.4	70.8	5,997	1,625	16	20.0	V-8	3.9	MFI	178	X	
SUZUKI Samurai Sport Utility Vehicle	79.9	—	135.0	—	60.6	65.6	2,932	807	15	10.6	I-4	1.3	FI	66	X	
Sidekick Sport Utility Vehicle	86.6	—	142.5	—	64.2	65.6	3,080- 3,197	854- 946	15	11.1	I-4	1.6	TBI	80	X	
TOYOTA 4Runner Sport Utility Vehicle	103.3	—	176.0	196.5	66.5	66.1	5,350	300	15	17.2	I-4	2.4	MFI	116	X	3.0, MFI, V-6, 150 HP
Land Cruiser Sport Utility Vehicle* *Land Cruiser is a 1991 model	112.2	—	188.2	—	72.0	70.3	6,526	1,929	15	25.1	I-6	4.0	FI	155	X	
Pickup	103.0	121.5	174.6	193.1	66.5	61.0	4,600	1,640	14	17.2	I-4	2.4	2V	102	X	2.4, MFI, I-4, 116 HP; 3.0, MFI, V-6, 150 HP
Previa Van* *Previa is a 1991 model	112.8	—	187.0	—	70.9	68.7	5,215	1,435-1,760	14	19.8	I-4	2.4	MFI	138	X	
VOLKSWAGEN Vanagon Van	96.9	—	179.9	—	72.6	75.9	5,160- 5,500	—	14	15.9	H-4	2.1	FI	90	X	

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Listings for carburetion include 2V for two-barrel, 4V for four-barrel, FI for electronic fuel injection, MFI for multi-port fuel injection and TBI for throttle body fuel injection. Engine classifications include I for in-line and H for horizontally opposed.

SPECIFICATIONS

1990 EPA mileage specifications

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Two Seaters					
Alfa Romeo Spider	23	30	2.0	M5	FI
Buick Reatta	18	27	3.8	L4	FI
Cadillac Allante	15	22	4.5	L4	FI
Chevrolet Corvette	16	25	5.7	M6	FI
Chevrolet Corvette	16	24	5.7	L4	FI
Chevrolet Corvette	16	25	5.7	M6	FI
Chrysler TC by Maserati	18	25	2.2	M5	FI
Chrysler TC by Maserati	17	24	3.0	L4	FI
Nissan 300ZX	19	24	3.0	L4	FI
Nissan 300ZX Turbo	18	24	3.0	L4	FI
Nissan 300ZX Turbo	18	24	3.0	M5	FI
Nissan 300ZX	18	24	3.0	M5	FI
Ferrari Testarossa	10	15	4.9	M5	FI
Honda Civic CRX	29	35	1.5	L4	FI
Honda Civic CRX	32	35	1.5	M5	FI
Honda Civic CRX	28	33	1.6	M5	FI
Honda Civic CRX HF	49	52	1.5	M5	FI
Honda Civic CRX HF	43	49	1.5	M5	FI
Lamborghini Countach	6	10	5.2	M5	FI
Lotus Esprit Turbo	17	27	2.2	M5	FI
Maserati Karif Turbo	15	18	2.8	L4	FI
Maserati Karif Turbo	15	20	2.8	M5	FI
Maserati Spyder Turbo	15	18	2.8	L4	FI
Maserati Spyder Turbo	15	20	2.8	M5	FI
Mazda RX-7	17	23	1.3	L4	FI
Mazda RX-7 Turbo	16	24	1.3	M5	FI
Mazda RX-7	17	25	1.3	M5	FI
Mazda MX-5 Miata	25	30	1.6	M5	FI
Minicompact Cars					
Nissan 240SX	20	25	2.4	L4	FI
Nissan 240SX	20	27	2.4	M5	FI
Maserati 222E Turbo	15	18	2.8	L4	FI
Maserati 222E Turbo	15	20	2.8	M5	FI
Porsche 911 Carrera	16	24	3.6	M5	FI
Porsche 911 Carrera 4wd	15	22	3.6	M5	FI
Porsche 928 S4	15	19	5.0	A4	FI
Porsche 928 S4	13	19	5.0	M5	FI
Porsche 944 S2	17	26	3.0	M5	FI
Volkswagen Cabriolet	23	28	1.8	A3	FI
Volkswagen Cabriolet	25	32	1.8	M5	FI
Subcompact Cars					
Acura Integra	23	27	1.8	L4	FI
Acura Integra	24	28	1.8	M5	FI
Audi Coupe Quattro	18	24	2.3	M5	FI
Audi 80	23	27	2.0	A3	FI
Audi 80	22	30	2.0	M5	FI
Audi 80 Quattro	18	24	2.3	M5	FI
Audi 90	19	22	2.3	A3	FI
Audi 90	20	26	2.3	M5	FI
Audi 90 Quattro 20V	18	24	2.3	M5	FI
BMW M3	17	29	2.3	M5	FI
BMW 325i Convertible	18	23	2.5	L4	FI
BMW 325i Convertible	18	25	2.5	M5	FI
BMW 325i/325is	18	22	2.5	L4	FI
BMW 325i/325is	18	23	2.5	M5	FI
BMW 325ix	19	22	2.5	L4	FI
BMW 325ix	17	23	2.5	M5	FI
Chevrolet Camaro	18	27	3.1	L4	FI
Chevrolet Camaro	17	26	5.0	L4	FI
Chevrolet Camaro	17	24	5.0	L4	FI
Chevrolet Camaro	16	26	5.0	M5	FI
Chevrolet Camaro	17	25	5.0	M5	FI
Chevrolet Camaro	16	24	5.7	L4	FI
Chevrolet Sprint	38	39	1.0	A3	FI
Chevrolet Sprint	46	50	1.0	M5	FI
Chevrolet Turbo Sprint	37	42	1.0	M5	FI
Chrysler LeBaron Convertible Turbo	20	28	2.2	M5	FI
Chrysler LeBaron Convertible Turbo	19	23	2.5	A3	FI
Chrysler LeBaron Convertible	22	27	2.5	L3	FI
Chrysler LeBaron Convertible	19	27	3.0	M5	FI
Daihatsu Charade	38	42	1.0	M5	FI
Daihatsu Charade	31	34	1.3	A3	FI
Daihatsu Charade	35	39	1.3	M5	FI
Nissan Pulsar NX	25	31	1.6	L3	FI
Nissan Pulsar NX	26	34	1.6	M5	FI
Nissan Pulsar NX	21	30	1.8	L4	FI
Nissan Pulsar NX	23	30	1.8	M5	FI
Nissan Sentra	26	31	1.6	L3	FI
Nissan Sentra	29	36	1.6	M4	FI
Nissan Sentra	28	36	1.6	M5	FI
Nissan Sentra Coupe	26	30	1.6	L3	FI
Nissan Sentra Coupe	28	36	1.6	M5	FI
Nissan 300ZX 2 + 2	19	24	3.0	L4	FI
Nissan 300ZX 2 + 2	18	24	3.0	M5	FI
Dodge Colt	27	29	1.5	L3	FI
Dodge Colt	31	36	1.5	M4	FI
Dodge Colt	28	34	1.5	M5	FI
Dodge Colt	23	28	1.6	L4	FI
Dodge Colt	23	28	1.6	M5	FI
Dodge Daytona Turbo	20	28	2.2	M5	FI
Dodge Daytona Turbo	19	23	2.5	A3	FI
Dodge Daytona	22	27	2.5	L3	FI
Dodge Daytona Turbo	20	29	2.5	M5	FI
Dodge Daytona	24	32	2.5	M5	FI
Dodge Daytona	19	27	3.0	M5	FI
Dodge Omni	25	30	2.2	L3	FI
Dodge Omni	25	34	2.2	M5	FI
Eagle Talon	22	27	2.0	L4	FI
Eagle Talon Turbo 4wd	20	25	2.0	M5	FI
Eagle Talon Turbo	22	29	2.0	M5	FI
Eagle Talon	22	29	2.0	M5	FI
Ford Festiva	31	33	1.3	A3	FI
Ford Festiva	35	41	1.3	M5	FI
Ford Mustang	21	27	2.3	L4	FI
Ford Mustang	23	29	2.3	M5	FI
Ford Mustang	17	25	5.0	L4	FI
Ford Mustang	17	24	5.0	M5	FI
Geo Metro	37	40	1.0	A3	FI
Geo Metro	46	50	1.0	M5	FI
Geo Metro LSi	37	39	1.0	A3	FI
Geo Metro LSi	46	50	1.0	M5	FI
Geo Metro XFi	53	58	1.0	M5	FI
Geo Prizm	25	29	1.6	L3	FI
Geo Prizm	23	30	1.6	L4	FI
Geo Prizm	25	31	1.6	M5	FI
Geo Prizm	28	34	1.6	M5	FI
Geo Storm	25	31	1.6	A3	FI
Geo Storm	24	32	1.6	L4	FI
Geo Storm	31	36	1.6	M5	FI
Geo Storm	26	34	1.6	M5	FI
Honda Civic	28	33	1.5	L4	FI
Honda Civic	33	37	1.5	M4	FI
Honda Civic	31	34	1.5	M5	FI
Honda Civic	25	29	1.6	L4	FI
Honda Civic	28	32	1.6	M5	FI
Hyundai Excel	28	32	1.5	L4	FI
Hyundai Excel	29	33	1.5	M4	FI
Hyundai Excel	29	36	1.5	M5	FI
Hyundai Precis	28	32	1.5	L4	FI
Hyundai Precis	29	33	1.5	M4	FI
Hyundai Precis	29	36	1.5	M5	FI
Isuzu Impulse	24	32	1.6	L4	FI
Isuzu Impulse	26	34	1.6	M5	FI
Isuzu 4wd Turbo	22	28	1.6	M5	FI
Infiniti M30	19	25	3.0	L4	FI
Maserati 430 Turbo	15	18	2.8	L4	FI
Maserati 430 Turbo	15	20	2.8	M5	FI
Mitsubishi Eclipse	23	30	1.8	L4	FI
Mitsubishi Eclipse	23	32	1.8	M5	FI
Mitsubishi Eclipse 4wd	22	27	2.0	L4	FI
Mitsubishi Eclipse Turbo	20	25	2.0	M5	FI
Mitsubishi Eclipse Turbo	22	29	2.0	M5	FI
Mitsubishi Eclipse	22	29	2.0	M5	FI
Mitsubishi Mirage	27	29	1.5	L3	FI
Mitsubishi Mirage	31	36	1.5	M4	FI
Mitsubishi Mirage	28	34	1.5	M5	FI
Mitsubishi Mirage	23	28	1.6	L4	FI
Mitsubishi Mirage	23	28	1.6	M5	FI
Plymouth Colt	27	29	1.5	L3	FI
Plymouth Colt	31	36	1.5	M4	FI
Plymouth Colt	28	34	1.5	M5	FI
Plymouth Colt	23	28	1.6	L4	FI
Plymouth Colt	23	28	1.6	M5	FI
Plymouth Horizon	25	30	2.2	L3	FI
Plymouth Horizon	25	34	2.2	M5	FI
Plymouth Laser	23	30	1.8	L4	FI
Plymouth Laser	23	32	1.8	M5	FI
Plymouth Laser	22	27	2.0	L4	FI
Plymouth Laser Turbo	22	29	2.0	M5	FI
Plymouth Laser	22	29	2.0	M5	FI
Pontiac Firebird Trans Am	18	27	3.1	L4	FI
Pontiac Firebird Trans Am	17	24	5.0	L4	FI
Pontiac Firebird Trans Am	17	26	5.0	L4	FI
Pontiac Firebird Trans Am	16	26	5.0	M5	FI
Pontiac Firebird Trans Am	17	25	5.0	M5	FI
Pontiac Firebird Trans Am	16	24	5.7	L4	FI
Pontiac Firefly	38	39	1.0	A3	FI
Pontiac Firefly	46	50	1.0	M5	FI
Pontiac Sunbird Convertible Turbo	21	28	2.0	L3	FI
Pontiac Sunbird Convertible	24	33	2.0	M5	FI
Pontiac Sunbird Convertible Turbo	21	30	2.0	M5	FI
Pontiac Firefly Turbo	37	42	1.0	M5	FI
Rolls-Royce Bentley Continental	10	13	6.8	A3	FI
Rolls-Royce Corniche III	10	13	6.8	A3	FI
Saab 900 Convertible Turbo	18	21	2.0	A3	FI
Saab 900 Convertible Turbo	21	28	2.0	M5	FI
Subaru Justy	33	37	1.2	M5	2bc
Subaru Justy	34	35	1.2	AV	FI
Subaru Justy	33	37	1.2	M5	FI
Subaru Justy 4wd	32	32	1.2	AV	FI
Subaru Justy 4wd	29	33	1.2	M5	FI
Subaru XT	23	29	1.8	L4	FI
Subaru XT	25	31	1.8	M5	FI
Subaru XT	20	28	2.7	L4	FI
Subaru XT 4wd	22	28	1.8	L4	FI
Subaru XT 4wd	24	29	1.8	M5	FI
Subaru XT 4wd	19	25	2.7	L4	FI
Subaru XT 4wd	18	25	2.7	M5	FI
Suzuki Swift	38	39	1.0	A3	FI
Suzuki Swift	46	50	1.0	M5	FI
Suzuki Swift	31	34	1.3	A3	FI
Suzuki Swift	40	44	1.3	M5	FI
Suzuki Swift GT	25	28	1.3	A3	FI
Suzuki Swift GT	29	36	1.3	M5	FI
Toyota Celica	25	33	1.6	L4	FI
Toyota Celica	28	33	1.6	M5	FI
Toyota Celica Turbo	19	24	2.0	M5	FI
Toyota Celica	22	28	2.2	L4	FI
Toyota Celica	24	31	2.2	L4	FI
Toyota Celica	23	29	2.2	M5	FI
Toyota Corolla	26	29	1.6	L3	FI
Toyota Corolla 4wd	24	29	1.6	L4	FI
Toyota Corolla	25	33	1.6	L4	FI
Toyota Corolla	28	33	1.6	M5	FI
Toyota Corolla	25	31	1.6	M5	FI
Toyota Corolla	22	28	1.6	M5	FI
Toyota Supra	18	23	3.0	L4	FI
Toyota Supra Turbo	18	23	3.0	L4	FI
Toyota Supra	18	23	3.0	M5	FI
Toyota Supra Turbo	17	22	3.0	M5	FI
Toyota Tercel	29	32	1.5	L3	1bc
Toyota Tercel	31	36	1.5	M4	1bc
Toyota Tercel	30	36	1.5	M5	1bc
Toyota Tercel	27	31	1.5	L3	FI
Volkswagen Corrado	21	28	1.8	M5	FI
Volkswagen Fox	25	30	1.8	M4	FI
Volkswagen Fox	24	29	1.8	M5	FI
Compact Cars					
Acura Legend	18	22	2.7	L4	FI
Acura Legend	19	24	2.7	M5	FI
BMW 525i	18	23	2.5	L4	FI
BMW 525i	18	25	2.5	M5	FI
BMW 535i	15	21	3.4	L4	FI
BMW 535i	15	23	3.4	M5	FI
Buick Skylark	23	31	2.3	L3	FI
Buick Skylark	23	31	2.5	L3	FI
Buick Skylark	20	27	3.3	L3	FI
Chevrolet Beretta	24	31	2.2	L3	FI
Chevrolet Beretta	24	34	2.2	M5	FI
Chevrolet Beretta	22	31	2.3	M5	FI
Chevrolet Beretta	20	27	3.1	L3	FI
Chevrolet Beretta	19	28	3.1	M5	FI
Chevrolet Cavalier	25	33	2.2	L3	FI
Chevrolet Cavalier	25	36	2.2	M5	FI
Chevrolet Cavalier	20	27	3.1	L3	FI
Chevrolet Cavalier	19	28	3.1	M5	FI
Chrysler LeBaron Turbo	20	28	2.2	M5	FI
Chrysler LeBaron Turbo	19	23	2.5	A3	FI
Chrysler LeBaron	22	27	2.5	L3	FI
Chrysler LeBaron	19	28	3.0	M5	FI
Nissan Stanza	21	27	2.4	L4	FI
Nissan Stanza	22	29	2.4	M5	FI
Dodge Shadow	23	28	2.2	L3	FI
Dodge Shadow Turbo	20	28	2.2	M5	FI
Dodge Shadow	24	31	2.2	M5	FI
Dodge Shadow Turbo	20	23	2.5	A3	FI
Dodge Shadow	22	27	2.5	L3	FI
Dodge Shadow Turbo	21	29	2.5	M5	FI
Dodge Shadow	24	32	2.5	M5	FI
Eagle Summit	27	29	1.5	L3	FI
Eagle Summit	28	34	1.5	M5	FI
Eagle Summit	23	28	1.6	L4	FI
Eagle Summit	23	28	1.6	M5	FI
Ford Escort	27	31	1.9	A3	FI
Ford Escort	32	42	1.9	M4	FI
Ford Escort	27	36	1.9	M5	FI
Ford Escort	24	30	1.9	M5	FI
Ford Probe Turbo	19	25	2.2	L4	FI
Ford Probe	21	28	2.2	L4	FI
Ford Probe Turbo	21	27	2.2	M5	FI
Ford Probe	24	30	2.2	M5	FI
Ford Probe	19	26	3.0	L4	FI
Ford Probe	19	26	3.0	M5	FI
Ford Temoo	22	26	2.3	A3	FI
Ford Tempo 4wd	19	23	2.3	A3	FI
Ford Tempo	23	33	2.3	M5	FI
Ford Tempo	21	28	2.3	M5	FI
Honda Accord	22	28	2.2	L4	FI
Honda Accord	24	30	2.2	M5	FI
Isuzu Stylus	27	32	1.6	A3	FI
Isuzu Stylus	32	37	1.6	M5	FI
Isuzu Stylus	25	33	1.6	M5	FI
Jaguar	17	22	4.0	L4	FI
Lexus ES250	19	25	2.5	L4	FI
Lexus ES250	19	26	2.5	M5	FI
Mercury Topaz 4wd	19	23	2.3	A3	FI
Mercury Topaz	22	26	2.3	A3	FI
Mercury Topaz	23	33	2.3	M5	FI
Mercury Topaz	21	28	2.3	M5	FI
Mazda 323/323 Protege	26	33	1.6	L4	FI
Mazda 323/323 Protege	29	37	1.6	M5	FI
Mazda 323/323 Protege	23	29	1.8	L4	FI
Mazda 323/323 Protege	24	31	1.8	L4	FI
Mazda 323/323 Protege 4wd	21	26	1.8	L4	FI
Mazda 323/323 Protege	25	30	1.8	M5	FI
Mazda 323/323 Protege	28	36	1.8	M5	FI
Mazda 323/323 Protege 4wd	24	29	1.8	M5	FI
Mitsubishi Galant	22	27	2.0	L4	FI
Mitsubishi Galant	21	27	2.0	M5	FI
Mitsubishi Galant 4wd	20	23	2.0	M5	FI
Mitsubishi Galant	23	29	2.0	M5	FI
Mitsubishi Sigma	18	22	3.0	A4	FI
Oldsmobile Cutlass Calais	23	31	2.3	L3	FI
Oldsmobile Cutlass Calais	22	31	2.3	M5	FI
Oldsmobile Cutlass Calais	23	31	2.5	L3	FI
Oldsmobile Cutlass Calais	22	33	2.5	M5	FI
Oldsmobile Cutlass Calais	20	27	3.3	L3	FI
Peugeot 405	20	25	1.9	L4	FI
Peugeot 405 16V	20	28	1.9	M5	FI
Peugeot 405	20	27	1.9	M5	FI
Plymouth Sundance	23	28	2.2	L3	FI
Plymouth Sundance	24	31	2.2	M5	FI
Plymouth Sundance Turbo	20	23	2.5	A3	FI
Plymouth Sundance	22	27	2.5	L3	FI
Plymouth Sundance	24	32	2.5	M5	FI
Plymouth Sundance Turbo	21	29	2.5	M5	FI
Pontiac Grand Am	23	31	2.3	L3	FI
Pontiac Grand Am	22	31	2.3	M5	FI
Pontiac Grand Am	23	31	2.5	L3	FI
Pontiac Grand Am	22	33	2.5	M5	FI
Pontiac LeMans	27	33	1.6	L3	FI
Pontiac LeMans	29	38	1.6	M4	FI
Pontiac LeMans	31	40	1.6	M5	FI
Pontiac LeMans	23	30	2.0	L3	FI
Pontiac LeMans	25	31	2.0	M5	FI
Pontiac Sunbird Turbo	21	28	2.0	L3	FI
Pontiac Sunbird	24	32	2.0	L3	FI
Pontiac Sunbird	26	36	2.0	M5	FI
Pontiac Sunbird Turbo	21	30	2.0	M5	FI
Saab 900 Turbo	19	23	2.0	A3	FI
Saab 900	19	22	2.0	A3	FI
Saab 900	22	28	2.0	M5	FI
Saab 900 Turbo	21	28	2.0	M5	FI
Saab 900 Turbo	22	29	2.0	M5	FI
Subaru Legacy	21	28	2.2	L4	FI
Subaru Legacy	23	30	2.2	M5	FI
Subaru Legacy 4wd	20	26	2.2	L4	FI
Subaru Legacy 4wd	21	27	2.2	M5	FI
Subaru Loyale Turbo	22	24	1.8	A3	FI
Subaru Loyale	24	26	1.8	L3	FI
Subaru Loyale	25	32	1.8	M5	FI
Subaru Loyale 4wd Turbo	20	26	1.8	L4	FI
Toyota Camry	21	24	2.0	L4	FI
Toyota Camry	25	31	2.0	L4	FI
Toyota Camry	24	31	2.0	L4	FI
Toyota Camry	22	27	2.0	M5	FI
Toyota Camry	26	34	2.0	M5	FI
Toyota Camry	19	25	2.5	L4	FI
Toyota Camry	19	26	2.5	M5	FI
Toyota Cressida	19	24	3.0	L4	FI
Volkswagen Golf/GTI	23	28	1.8	A3	FI
Volkswagen Golf/GTI	25	32	1.8	M5	FI
Volkswagen GTI 16V	22	28	2.0	M5	FI
Volkswagen Jetta Diesel	37	43	1.6	M5	FI
Volkswagen Jetta	23	28	1.8	A3	FI
Volkswagen Jetta	25	32	1.8	M5	FI
Volkswagen GLI 16V	22	28	2.0	M5	FI
Volvo 240	20	25	2.3	A4	FI
Volvo 240	21	28	2.3	M5	FI
Volvo 780 Turbo	18	21	2.3	A4	FI
Volvo 780	17	21	2.8	A4	FI
Mid-Size Cars					
ASC Grand Prix Turbo	17	25	3.1	L4	FI
Audi V8	14	18	3.6	L4	FI
Audi 100	18	22	2.3	A3	FI
Audi 100	18	23	2.3	L4	FI
Audi 100 Quattro	18	24	2.3	M5	FI
Audi 200 Turbo	18	22	2.2	A3	FI
Audi 200 Quattro Turbo	17	25	2.2	M5	FI
Bentley Eight/Mulsanne	10	13	6.8	A3	FI
BMW 735i	15	21	3.4	L4	FI
BMW 735i	15	23	3.4	M5	FI
BMW 735i	15	21	3.4	L4	FI
BMW 750iL	12	18	5.0	L4	FI
Buick Century	23	31	2.5	L3	FI
Buick Century	20	27	3.3	L3	FI
Buick Century	20	29	3.3	L4	FI
Buick Regal	19	30	3.1	L4	FI
Buick Riviera	18	27	3.8	L4	FI
Cadillac Eldorado	16	25	4.5	L4	FI
Cadillac Seville	16	25	4.5	L4	FI
Chevrolet Corsica	24	31	2.2	L3	FI
Chevrolet Corsica	24	34	2.2	M5	FI
Chevrolet Corsica	20	27	3.1	L3	FI
Chevrolet Corsica	19	28	3.1	M5	FI
Chevrolet Lumina	21	27	2.5	L3	FI
Chevrolet Lumina	19	27	3.1	L3	FI
Chevrolet Lumina	19	30	3.1	L4	FI
Chrysler New Yorker	19	26	3.3	L4	FI
Nissan Maxima	19	26	3.0	L4	FI
Nissan Maxima	20	26	3.0	M5	FI
Dodge Dynasty	22	27	2.5	L3	FI
Dodge Dynasty	19	26	3.3	L4	FI
Dodge Spirit Turbo	19	23	2.5	A3	FI
Dodge Spirit	22	27	2.5	L3	FI
Dodge Spirit Turbo	21	29	2.5	M5	FI
Dodge Spirit	24	32	2.5	M5	FI
Ford Taurus	20	26	2.5	A3	FI
Ford Taurus	20	29	3.0	L4	FI
Ford Taurus	18	27	3.0	M5	FI
Ford Taurus	19	28	3.8	L4	FI
Ford Thunderbird	17	23	3.8	L4	FI
Ford Thunderbird	19	27	3.8	L4	FI
Ford Thunderbird	17	24	3.8	M5	FI
Hyundai Sonata	21	26	2.4	L4	FI
Hyundai Sonata	21	28	2.4	M5	FI
Hyundai Sonata	18	24	3.0	A4	FI
Infiniti Q45	16	22	4.5	L4	FI
Lexus LS400	18	23	4.0	L4	FI
Lincoln Mark VII	17	24	5.0	L4	FI
Mercury Cougar	17	23	3.8	L4	FI
Mercury Cougar	19	27	3.8	L4	FI
Mercury Cougar	17	24	3.8	M5	FI
Mercury Sable	20	29	3.0	L4	FI
Mercury Sable	19	28	3.8	L4	FI
Maserati 228 Turbo	15	18	2.8	L4	FI
Maserati 228 Turbo	14	19	2.8	M5	FI
Mazda 626/MX-6	22	28	2.2	L4	FI
Mazda 626/MX-6 Turbo	19	25	2.2	L4	FI
Mazda 626/MX-6 Turbo	21	28	2.2	M5	FI
Mazda 626/MX-6	24	31	2.2	M5	FI
Mazda 929	19	23	3.0	L4	FI
Mazda 929	18	22	3.0	L4	FI
Oldsmobile Cutlass Ciera	23	31	2.5	L3	FI
Oldsmobile Cutlass Ciera	20	27	3.3	L3	FI
Oldsmobile Cutlass Ciera	20	29	3.3	L4	FI
Oldsmobile Cutlass Supreme	22	29	2.3	L3	FI
Oldsmobile Cutlass Supreme	19	30	3.1	L4	FI
Oldsmobile Trofeo/Toronado	18	27	3.8	L4	FI
Plymouth Acclaim	22	27	2.5	L3	FI
Plymouth Acclaim Turbo	21	29	2.5	M5	FI
Plymouth Acclaim	24	32	2.5	M5	FI
Pontiac Grand Prix	22	29	2.3	L3	FI
Pontiac Grand Prix	19	30	3.1	L4	FI
Pontiac 6000	23	31	2.5	L3	FI
Pontiac 6000	20	27	3.1	L3	FI
Pontiac 6000 4wd	17	23	3.1	L3	FI
Pontiac 6000	19	30	3.1	L4	FI
Rolls-Royce Silver Spirit II	10	13	6.8	A3	FI
Volkswagen Passat	20	29	2.0	L4	FI
Volkswagen Passat	21	30	2.0	M5	FI
Volvo 740 Turbo	18	21	2.3	A4	FI
Volvo 740	20	26	2.3	L4	FI
Volvo 740 Turbo	20	25	2.3	M4	FI
Volvo 740	21	28	2.3	M5	FI
Volvo 740 16V	18	24	2.3	L4	FI
Volvo 740 16V	18	26	2.3	M4	FI
Volvo 760 Turbo	18	21	2.3	A4	FI
Volvo 760	17	21	2.8	A4	FI
Large Cars					
Buick Electra/Park Avenue	18	27	3.8	L4	FI
Buick LeSabre	18	27	3.8	L4	FI
Cadillac Brougham	17	24	5.0	L4	4bc
Cadillac Brougham	14	21	5.7	L4	FI
Cadillac Fleetwood/DeVille	16	25	4.5	L4	FI
Chevrolet Caprice	19	27	4.3	L4	FI
Chevrolet Caprice	16	25	5.0	L4	FI
Chevrolet Caprice (Police)	14	20	5.7	L4	FI
Chrysler New Yorker Fifth Avenue	18	25	3.3	L4	FI
Dodge Monaco	17	26	3.0	L4	FI
Eagle Premier	17	26	3.0	L4	FI
Ford LTD Crown Victoria	17	24	5.0	L4	FI
Ford LTD Crown Victoria (Police)	13	19	5.8	L4	2bc
Lincoln Continental	18	25	3.8	L4	FI
Lincoln Town Car	17	24	5.0	L4	FI
Mercury Grand Marquis	17	24	5.0	L4	FI
Oldsmobile Eighty-Eight	18	27	3.8	L4	FI
Oldsmobile Ninety-Eight/Touring	18	27	3.8	L4	FI
Pontiac Bonneville	18	27	3.8	L4	FI
Saab 9000	18	24	2.0	L4	FI
Saab 9000 Turbo	18	24	2.0	L4	FI
Saab 9000	21	28	2.0	M5	FI
Saab 9000 Turbo	20	26	2.0	M5	FI
Small Station Wagons					
Chevrolet Cavalier Wagon	24	31	2.2	L3	FI
Chevrolet Cavalier Wagon	25	36	2.2	M5	FI
Chevrolet Cavalier Wagon	20	27	3.1	L3	FI
Chevrolet Cavalier Wagon	19	28	3.1	M5	FI
Nissan Sentra Wagon	26	30	1.6	L3	FI
Nissan Sentra Wagon	27	36	1.6	M5	FI
Dodge Colt Vista	22	23	2.0	L3	FI
Dodge Colt Vista	23	29	2.0	M5	FI
Dodge Colt Wagon	27	29	1.5	L3	FI
Dodge Colt Wagon	28	34	1.5	M5	FI
Ford Escort Wagon	26	31	1.9	A3	FI
Ford Escort Wagon	27	36	1.9	M5	FI
Honda Civic Wagon	28	32	1.5	L4	FI
Honda Civic Wagon	31	34	1.5	M5	FI
Honda Civic Wagon 4wd	24	26	1.6	L4	FI
Honda Civic Wagon 4wd	24	26	1.6	M5	FI
Mitsubishi Mirage Wagon	27	29	1.5	L3	FI
Mitsubishi Mirage Wagon	28	34	1.5	M5	FI
Mitsubishi Space Wagon	22	23	2.0	L3	FI
Plymouth Colt Vista	22	23	2.0	L3	FI
Plymouth Colt Vista	23	29	2.0	M5	FI
Plymouth Colt Wagon	27	29	1.5	L3	FI
Plymouth Colt Wagon	28	34	1.5	M5	FI

SPECIFICATIONS

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Subaru Legacy Wagon	21	28	2.2	L4	FI
Subaru Legacy Wagon	23	30	2.2	M5	FI
Subaru Legacy Wagon 4wd	20	25	2.2	L4	FI
Subaru Legacy Wagon 4wd	20	26	2.2	M5	FI
Subaru Loyale Wagon Turbo	22	24	1.8	A3	FI
Subaru Loyale Wagon	24	26	1.8	L3	FI
Subaru Loyale Wagon	25	30	1.8	M5	FI
Subaru Loyale Wagon 4wd Turbo	20	26	1.8	L4	FI
Toyota Camry Wagon	25	31	2.0	L4	FI
Toyota Camry Wagon	19	25	2.5	L4	FI
Toyota Corolla All-Trac Wagon	24	29	1.6	L4	FI
Toyota Corolla All-Trac Wagon	22	28	1.6	M5	FI
Toyota Corolla Wagon	26	29	1.6	L3	FI
Toyota Corolla Wagon	28	33	1.6	M5	FI
Volkswagen Fox Wagon	25	30	1.8	M4	FI

Mid-Size Station Wagons

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Audi Quattro Wagon Turbo	17	24	2.2	M5	FI
Buick Century Wagon	21	27	2.5	L3	FI
Buick Century Wagon	19	26	3.3	L3	FI
Buick Century Wagon	20	29	3.3	L4	FI
Chevrolet Celebrity Wagon	23	31	2.5	L3	FI
Chevrolet Celebrity Wagon	19	30	3.1	L4	FI
Ford Taurus Wagon	20	29	3.0	L4	FI
Ford Taurus Wagon	18	25	3.8	L4	FI
Ford Taurus Wagon V6 A/C	19	26	3.0	L4	FI
Mercury Sable Wagon	20	29	3.0	L4	FI
Mercury Sable Wagon	18	25	3.8	L4	FI
Mercury Sable Wagon V6 A/C	19	26	3.0	L4	FI
Oldsmobile Cutlass Cruiser	21	27	2.5	L3	FI
Oldsmobile Cutlass Cruiser	20	29	3.3	L4	FI
Peugeot 405 Wagon	20	24	1.9	L4	FI
Peugeot 405 Wagon	20	26	1.9	M5	FI
Peugeot 505 Wagon Turbo	18	21	2.2	L4	FI
Peugeot 505 Wagon	19	21	2.2	L4	FI
Peugeot 505 Wagon	18	22	2.2	M5	FI
Pontiac 6000 Wagon	21	27	2.5	L3	FI
Pontiac 6000 Wagon	19	30	3.1	L4	FI
Volkswagen Passat Wagon	20	29	2.0	L4	FI
Volvo 240 Wagon	19	24	2.3	A4	FI
Volvo 240 Wagon	21	27	2.3	M5	FI
Volvo Wagon Turbo	18	21	2.3	A4	FI
Volvo 740 Wagon	20	26	2.3	L4	FI
Volvo 740 Wagon Turbo	20	25	2.3	M4	FI
Volvo Wagon	21	28	2.3	M5	FI
Volvo 740 16V Wagon	18	26	2.3	M4	FI
Volvo 760 Wagon Turbo	18	21	2.3	A4	FI

Large Station Wagons

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Buick LeSabre/Electra Wagon	17	24	5.0	L4	4bc
Chevrolet Caprice Wagon	17	24	5.0	L4	4bc
Ford LTD Crown Victoria	17	24	5.0	L4	FI
Mercury Grand Marquis Wagon	17	24	5.0	L4	FI
Oldsmobile Custom Cruiser	17	24	5.0	L4	4bc

Small Pickup Trucks/2wd

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet S10 Pickup	21	27	2.5	L4	FI
Chevrolet S10 Pickup	23	27	2.5	M5	FI
Chevrolet S10 Pickup	19	26	2.8	M5	FI
Chevrolet S10 Pickup	18	23	4.3	L4	FI
Chevrolet S10 Pickup	17	23	4.3	M5	FI
Nissan Hardbody	22	26	2.4	L4	FI
Nissan Hardbody	23	27	2.4	M5	FI
Nissan Hardbody	18	24	3.0	L4	FI
Nissan Hardbody	19	23	3.0	M5	FI
Dodge Ram 50	19	23	2.4	L4	FI
Dodge Ram 50	19	24	2.4	M5	FI
Ford Ranger Pickup	21	25	2.3	L4	FI
Ford Ranger Pickup	24	29	2.3	M5	FI
Ford Ranger Pickup	17	21	2.9	L4	FI
Ford Ranger Pickup	18	23	2.9	M5	FI
GMC S15 Pickup	21	27	2.5	L4	FI
GMC S15 Pickup	23	27	2.5	M5	FI
GMC S15 Pickup	19	26	2.8	M5	FI
GMC S15 Pickup	18	23	4.3	M5	FI
GMC S15 Pickup	17	23	4.3	M5	FI
Isuzu Pickup	22	24	2.3	M5	2bc
Isuzu Pickup	19	23	2.6	L$	FI
Isuzu Pickup	19	24	2.6	M5	FI
Mitsubishi Truck	19	23	2.4	L4	FI
Mitsubishi Truck	19	24	2.4	M5	FI

Small Pickup Trucks/4wd

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Ford Ranger Pickup	21	25	2.3	M5	FI
Ford Ranger Pickup	16	21	2.9	L4	FI
Ford Ranger Pickup	18	22	2.9	M5	FI

Standard Pickup Trucks/2wd

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet C1500 Pickup	18	21	4.3	A3	FI
Chevrolet C1500 Pickup	17	22	4.3	L4	FI
Chevrolet C1500 Pickup	18	20	4.3	M4C	FI
Chevrolet C1500 Pickup	18	24	4.3	M5	FI
Chevrolet C1500 Pickup	15	16	5.0	A3	FI
Chevrolet C1500 Pickup	15	20	5.0	L4	FI
Chevrolet C1500 Pickup	15	20	5.0	M5	FI
Chevrolet C1500 Pickup	15	19	5.7	L4	FI
Chevrolet C1500 Pickup	12	14	5.7	M4C	FI
Chevrolet C1500 Pickup	13	18	5.7	M5	FI
Chevrolet C1500 Pickup Diesel	18	23	6.2	L4	FI
Chevrolet C1500 Pickup Diesel	19	21	6.2	M4C	FI
Chevrolet C1500 Pickup	10	11	7.4	A3	FI
Chevrolet C2500 Pickup	16	17	4.3	A3	FI
Chevrolet C2500 Pickup	16	21	4.3	L4	FI
Chevrolet C2500 Pickup	16	18	4.3	M4C	FI
Chevrolet C2500 Pickup	17	24	4.3	M5	FI
Chevrolet C2500 Pickup	14	15	5.0	A3	FI
Chevrolet C2500 Pickup	15	19	5.0	L4	FI
Chevrolet C2500 Pickup	15	19	5.0	M5	FI
Chevrolet C2500 Pickup	13	17	5.7	L4	FI
Chevrolet C2500 Pickup	12	14	5.7	M4C	FI
Chevrolet C2500 Pickup	13	18	5.7	M5	FI
Chevrolet C2500 Pickup Diesel	17	22	6.2	L4	FI
Chevrolet C2500 Pickup Diesel	18	20	6.2	M4C	FI
Dodge Dakota Pickup	21	28	2.5	M5	FI
Dodge Dakota Pickup	16	21	3.9	L4	FI
Dodge Dakota Pickup	16	22	3.9	M5	FI
Dodge D100/D150 Pickup	15	17	3.9	L3	FI
Dodge D100/D150 Pickup	16	21	3.9	L4	FI
Dodge D100/D150 Pickup	15	18	3.9	M4C	FI
Dodge D100/D150 Pickup	13	18	3.9	M5	FI
Dodge D100/D150 Pickup	13	16	5.2	A4	FI
Dodge D100/D150 Pickup	13	16	5.2	L3	FI
Dodge D100/D150 Pickup	13	17	5.2	L4	FI
Dodge D100/D150 Pickup	14	18	5.2	M4	FI
Dodge D100/D150 Pickup	13	16	5.2	M4C	FI
Dodge D100/D150 Pickup	12	14	5.9	A4	FI
Dodge D100/D150 Pickup	10	14	5.9	M4C	FI
Dodge D250 Pickup	15	17	3.9	L3	FI
Dodge D250 Pickup	14	17	3.9	M4C	FI
Dodge D250 Pickup	12	15	5.2	A4	FI
Dodge D250 Pickup	13	17	5.2	L4	FI
Dodge D250 Pickup	12	14	5.2	M4C	FI
Dodge D250 Pickup	11	13	5.9	A4	FI
Dodge D250 Pickup	10	14	5.9	M4C	FI
Jeep Comanche Pickup	18	24	2.5	L4	FI
Jeep Comanche Pickup	22	25	2.5	M4	FI
Jeep Comanche Pickup	20	25	2.5	M4	FI
Jeep Comanche Pickup	21	24	2.5	M5	FI
Jeep Comanche Pickup	19	24	2.5	M5	FI
Jeep Comanche Pickup	16	21	4.0	L4	FI
Jeep Comanche Pickup	17	23	4.0	M5	FI
Ford F150 Pickup	14	16	4.9	A3	FI
Ford F150 Pickup	15	20	4.9	L4	FI
Ford F150 Pickup	16	18	4.9	M4C	FI
Ford F150 Pickup	16	20	4.9	M5	FI
Ford F150 Pcikup	13	15	5.0	A3	FI
Ford F150 Pickup	14	18	5.0	L4	FI
Ford F150 Pickup	14	15	5.0	M4C	FI
Ford F150 Pickup	14	18	5.0	M5	FI
Ford F150 Pickup	12	16	5.8	L4	FI
Ford F250 Pickup	14	15	4.9	A3	FI
Ford F250 Pickup	15	19	4.9	L4	FI
Ford F250 Pickup	16	17	4.9	M4C	FI
Ford F250 Pickup	15	19	4.9	M5	FI
Ford F250 Pickup	15	19	4.9	M5C	FI
Ford F250 Pickup	14	18	5.0	L4	FI
Ford F250 Pickup	14	15	5.0	M4C	FI
Ford F250 Pickup	14	18	5.0	M5	FI
Ford F250 Pickup	11	15	5.8	L4	FI
GMC C1500 Sierra	18	21	4.3	A3	FI
GMC C1500 Sierra	17	22	4.3	L4	FI
GMC C1500 Sierra	18	20	4.3	M4C	FI
GMC C1500 Sierra	18	24	4.3	M5	FI
GMC C1500 Sierra	15	16	5.0	A3	FI
GMC C1500 Sierra	15	20	5.0	L4	FI
GMC C1500 Sierra	15	20	5.0	M5	FI
GMC C1500 Sierra	15	19	5.7	L4	FI
GMC C1500 Sierra	12	14	5.7	M4C	FI
GMC C1500 Sierra	13	18	5.7	M5	FI
GMC C1500 Sierra Diesel	18	23	6.2	L4	FI
GMC C1500 Sierra Diesel	19	21	6.2	M4C	FI
GMC C2500 Sierra	16	17	4.3	A3	FI
GMC C2500 Sierra	16	21	4.3	L4	FI
GMC C2500 Sierra	16	18	4.3	M4C	FI
GMC C2500 Sierra	17	24	4.3	M5	FI
GMC C2500 Sierra	14	15	5.0	A3	FI
GMC C2500 Sierra	15	19	5.0	L4	FI
GMC C2500 Sierra	15	19	5.0	M5	FI
GMC C2500 Sierra	13	17	5.7	L4	FI
GMC C2500 Sierra	12	14	5.7	M4C	FI
GMC C2500 Sierra	13	18	5.7	M5	FI
GMC C2500 Sierra Diesel	17	22	6.2	L4	FI
GMC C2500 Sierra Diesel	18	20	6.2	M4C	FI
Isuzu Pickup 1-Ton	18	22	2.6	M5	FI
Toyota Truck	21	23	2.4	M4	2bc
Toyota Truck	21	25	2.4	M5	2bc
Toyota Truck	23	24	2.4	A4	FI
Toyota Truck	23	28	2.4	M4	FI
Toyota Truck	22	26	2.4	M5	FI
Toyota Truck	18	24	3.0	L4	FI
Toyota Truck	19	24	3.0	M5	FI
Toyota Truck 1-Ton	18	24	3.0	L4	FI
Toyota Truck 1-Ton	19	24	3.0	M5	FI

Standard Pickup Trucks/4wd

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet K1500 Pickup	16	17	4.3	A3	FI
Chevrolet K1500 Pickup	16	20	4.3	L4	FI
Chevrolet K1500 Pickup	15	17	4.3	M4C	FI
Chevrolet K1500 Pickup	16	20	4.3	M5	FI
Chevrolet K1500 Pickup	13	15	5.0	A3	FI
Chevrolet K1500 Pickup	14	18	5.0	L4	FI
Chevrolet K1500 Pickup	14	18	5.0	M5	FI
Chevrolet K1500 Pickup	13	17	5.7	L4	FI
Chevrolet K1500 Pickup	13	14	5.7	M4C	FI
Chevrolet K1500 Pickup	13	17	5.7	M5	FI
Chevrolet K1500 Pickup Diesel	16	21	6.2	L4	FI
Chevrolet K1500 Pickup Diesel	17	18	6.2	M4C	FI
Chevrolet K2500 Pickup	15	17	4.3	A3	FI
Chevrolet K2500 Pickup	16	20	4.3	L4	FI
Chevrolet K2500 Pickup	15	17	4.3	M4C	FI
Chevrolet K2500 Pickup	16	20	4.3	M5	FI
Chevrolet K2500 Pickup	13	14	5.0	A3	FI
Chevrolet K2500 Pickup	14	17	5.0	L4	FI
Chevrolet K2500 Pickup	14	18	5.0	M5	FI
Chevrolet K2500 Pickup	13	16	5.7	L4	FI
Chevrolet K2500 Pickup	13	14	5.7	M4C	FI
Chevrolet K2500 Pickup	12	16	5.7	M5	FI
Chevrolet K2500 Pickup Diesel	16	21	6.2	L4	FI
Chevrolet K2500 Pickup Diesel	17	18	6.2	M4C	FI
Chevrolet S10 Pickup	17	21	4.3	L4	FI
Chevrolet S10 Pickup	16	20	4.3	M5	FI
Nissan Hardbody	19	22	2.4	M5	FI
Nissan Hardbody	16	19	3.0	L4	FI
Nissan Hardbody	15	19	3.0	M5	FI
Dodge Dakota Pickup	15	20	3.9	L4	FI
Dodge Dakota Pickup	15	19	3.9	M5	FI
Dodge Power Ram 50	18	20	2.4	L4	FI
Dodge Power Ram 50	19	22	2.4	M5	FI
Dodge Power Ram 50	17	20	3.0	L4	FI
Dodge Power Ram 50	17	22	3.0	M5	FI
Dodge W100/W150 Pickup	14	15	3.9	A4	FI
Dodge W100/W150 Pickup	13	16	3.9	M4C	FI
Dodge W100/W150 Pickup	12	14	5.2	A4	FI
Dodge W100/W150 Pickup	12	15	5.2	M4C	FI
Dodge W100/W150 Pickup	11	13	5.9	A4	FI
Dodge W100/W150 Pickup	10	14	5.9	M4C	FI
Dodge W250 Pickup	11	14	5.2	A4	FI
Dodge W250 Pickup	12	15	5.2	M4C	FI
Dodge W250 Pickup	11	13	5.9	A4	FI
Dodge W250 Pickup	10	14	5.9	M4C	FI
Jeep Comanche Pickup	21	24	2.5	M4	FI
Jeep Comanche Pickup	20	24	2.5	M4	FI
Jeep Comanche Pickup	21	24	2.5	M5	FI
Jeep Comanche Pickup	19	24	2.5	M5	FI
Jeep Comanche Pickup	16	20	4.0	L4	FI
Jeep Comanche Pickup	17	22	4.0	M5	FI
Ford F150 Pickup	14	16	4.9	A3	FI
Ford F150 Pickup	14	18	4.9	L4	FI
Ford F150 Pickup	16	17	4.9	M4C	FI
Ford F150 Pickup	15	19	4.9	M5	FI
Ford F150 Pickup	13	13	5.0	A3	FI
Ford F150 Pickup	13	17	5.0	L4	FI
Ford F150 Pickup	13	15	5.0	M4C	FI
Ford F150 Pickup	13	16	5.0	M5	FI
Ford F150 Pickup	11	16	5.8	L4	FI
Ford F250 Pickup	14	17	4.9	M5C	FI
Ford F250 Pickup	13	17	5.0	L4	FI
Ford F250 Pickup	12	14	5.0	M4C	FI
Ford F250 Pickup	13	16	5.0	M5	FI
Ford F250 Pickup	11	15	5.8	L4	FI
GMC K1500 Sierra	16	17	4.3	A3	FI
GMC K1500 Sierra	16	20	4.3	L4	FI
GMC K1500 Sierra	15	17	4.3	M4C	FI
GMC K1500 Sierra	16	20	4.3	M5	FI
GMC K1500 Sierra	13	15	5.0	A3	FI
GMC K1500 Sierra	14	18	5.0	L4	FI
GMC K1500 Sierra	14	18	5.0	M5	FI
GMC K1500 Sierra	13	17	5.7	L4	FI
GMC K1500 Sierra	13	14	5.7	M4C	FI
GMC K1500 Sierra	13	17	5.7	M5	FI
GMC K1500 Sierra	16	21	6.2	L4	FI
GMC K1500 Sierra	17	18	6.2	M4C	FI
GMC K2500 Sierra	15	17	4.3	A3	FI
GMC K2500 Sierra	16	20	4.3	L4	FI
GMC K2500 Sierra	15	17	4.3	M4C	FI
GMC K2500 Sierra	16	20	4.3	M5	FI
GMC K2500 Sierra	13	14	5.0	A3	FI
GMC K2500 Sierra	14	17	5.0	L4	FI
GMC K2500 Sierra	14	18	5.0	M5	FI
GMC K2500 Sierra	13	16	5.7	L4	FI
GMC K2500 Sierra	13	14	5.7	M4C	FI
GMC K2500 Sierra	12	16	5.7	M5	FI
GMC K2500 Sierra Diesel	16	21	6.2	L4	FI
GMC K2500 Sierra Diesel	17	18	6.2	M4C	FI
GMC S15 Pickup	17	21	4.3	L4	FI
GMC S15 Pickup	16	20	4.3	M5	FI
Isuzu Pickup	16	19	2.6	M5	FI
Mitsubishi Truck	18	20	2.4	L4	FI
Mitsubishi Truck	19	22	2.4	M5	FI
Mitsubishi Truck	17	22	3.0	M5	FI
Suzuki Samurai Hardtop	28	29	1.3	M5	FI
Suzuki Samurai Soft-Top	28	29	1.3	M5	FI
Suzuki Sidekick Hardtop	24	25	1.6	L3	FI
Suzuki Sidekick Hardtop	26	28	1.6	M5	FI
Suzuki Sidekick Soft-Top	24	25	1.6	L3	FI
Suzuki Sidekick Soft-Top	26	28	1.6	M5	FI
Toyota Land Crusier Wagon	12	14	4.0	L4	FI
Toyota 4-Runner	17	19	2.4	L4	FI
Toyota 4-Runner	19	21	2.4	M5	FI
Toyota 4-Runner	15	19	3.0	L4	FI
Toyota 4-Runner	16	19	3.0	M5	FI
Toyota Truck	18	20	2.4	L4	FI
Toyota Truck	19	22	2.4	M5	FI
Toyota Truck	15	20	3.0	L4	FI
Toyota Truck	16	19	3.0	M5	FI

Special Purpose Vehicles/Cab Chassis

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Cadillac Commercial Chassis	16	25	4.5	L4	FI
Chevrolet S10 Cab Chassis 2wd	18	19	2.5	L3	FI
Dodge Dakota Cab Chassis 2wd	12	12	3.9	L4	FI
Dodge Dakota Cab Chassis 2wd	13	17	3.9	M5	FI
Dodge D250 Cab Chassis 2wd	11	13	5.9	A4	FI
Buick Coachbuilder Wagon	17	24	5.0	L4	4bc
Toyota Cab/Chassis 2wd	11	11	3.0	L4	FI
Toyota Cab/Chassis 2wd	12	12	3.0	M5	FI

Cargo Vans

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet Astro AWD	17	21	4.3	L4	FI
Chevrolet Astro	19	25	2.5	L4	FI
Chevrolet Astro	21	26	2.5	M5	FI
Chevrolet Astro	17	22	4.3	L4	FI
Chevrolet G10/20 Van	16	18	4.3	A3	FI
Chevrolet G10/20 Van	17	22	4.3	L4	FI
Chevrolet G10/20 Van	14	15	5.0	A3	FI
Chevrolet G10/20 Van	15	20	5.0	L4	FI
Chevrolet G10/20 Van	15	19	5.7	L4	FI
Chevrolet G10/20 Van Diesel	17	23	6.2	L4	FI
Chevrolet G30 Van	14	14	4.3	A3	FI
Chevrolet G30 Van	16	21	4.3	L4	FI
Dodge B150/B250 Van	15	18	3.9	A4	FI
Dodge B150/B250 Van	15	17	3.9	L3	FI
Dodge B150/B250 Van	13	18	3.9	M5	FI
Dodge B150/B250 Van	13	16	5.2	A4	FI
Dodge B150/B250 Van	13	16	5.2	L3	FI
Dodge B150/B250 Van	13	17	5.2	L4	FI
Dodge B150/B250 Van	12	14	5.9	A4	FI
Dodge B350 Van	13	15	5.2	A4	FI
Dodge B350 Van	13	17	5.2	L4	FI
Dodge B350 Van	11	14	5.9	A4	FI
Ford Aerostar	17	23	3.0	L4	FI
Ford Aerostar Van	17	23	3.0	M5	FI
Ford E150 Econoline	14	15	4.9	A3	FI
Ford E150 Econoline	15	19	4.9	L4	FI
Ford E150 Econoline	13	17	5.0	L4	FI
Ford E150 Econoline	11	15	5.8	L4	FI
Ford E250 Econoline	14	15	4.9	A3	FI
Ford E250 Econoline	14	17	4.9	L4	FI
Ford E250 Econoline	13	16	5.0	L4	FI
Ford E250 Econoline	11	15	5.8	L4	FI
GMC G15/25 Vandura	16	18	4.3	A3	FI
GMC G15/25 Vandura	17	22	4.3	L4	FI
GMC G15/25 Vandura	14	15	5.0	A3	FI
GMC G15/25 Vandura	15	20	5.0	L4	FI
GMC G15/25 Vandura	15	19	5.7	L4	FI
GMC G15/25 Vandura Diesel	17	23	6.2	L4	FI
GMC G35 Vandura	14	14	4.3	A3	FI
GMC G35 Vandura	16	21	4.3	L4	FI
GMC Safari AWD	17	21	4.3	L4	FI
GMC Safari	19	25	2.5	L4	FI
GMC Safari	21	26	2.5	M5	FI
GMC Safari	17	22	4.3	L4	FI
Mitsubishi Van	20	22	2.4	L4	FI

Passenger Vans

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet Astro AWD	16	20	4.3	L4	FI
Chevrolet Astro	17	22	4.3	L4	FI
Chevrolet G10/20 Sportvan	16	21	4.3	L4	FI
Chevrolet G10/20 Sportvan	14	17	5.0	L4	FI
Chevrolet G10/20 Sportvan	13	17	5.7	L4	FI
Chevrolet G10/20 Sportvan Diesel	18	22	6.2	L4	FI
Chevrolet G30 Sportvan	13	18	5.7	L4	FI
Nissan Van	17	20	2.4	L4	FI
Nissan Van	18	21	2.4	M5	FI
Dodge B150/B250	15	17	3.9	A4	FI
Dodge B150/B250	15	17	3.9	L3	FI
Dodge B150/B250	13	17	3.9	M5	FI
Dodge B150/B250	12	15	5.2	A4	FI
Dodge B150/B250	13	16	5.2	L3	FI
Dodge B150/B250	13	17	5.2	L4	FI
Dodge B150/B250	11	13	5.9	A4	FI
Dodge B350	12	15	5.2	A4	FI
Dodge B350	13	17	5.2	L4	FI
Dodge B350	10	13	5.9	A4	FI
Ford Aerostar	16	22	3.0	L4	FI
Ford Aerostar	17	22	3.0	M5	FI
Ford E150 Club Wagon	14	17	4.9	L4	FI
Ford E150 Club Wagon	13	16	5.0	L4	FI
Ford E150 Club Wagon	11	15	5.8	L4	FI
GMC G15/25 Rally	16	21	4.3	L4	FI
GMC G15/25 Rally	14	17	5.0	L4	FI
GMC G15/25 Rally	13	17	5.7	L4	FI
GMC G15/25 Rally Diesel	18	22	6.2	L4	FI
GMC G35 Rally	13	18	5.7	L4	FI
GMC Safari AWD	16	20	4.3	L4	FI
GMC Safari	17	22	4.3	L4	FI
Mitsubishi Wagon	18	21	2.4	L4	FI
Volkswagen Vanagon Syncro 4wd	16	16	2.1	M5C	FI
Volkswagen Vanagon	17	18	2.1	A3	FI
Volkswagen Vanagon	18	19	2.1	M4	FI

Special Purpose Vehicles/2wd

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet APV	18	23	3.1	L3	FI
Chevrolet R1500 Suburban	13	18	5.7	L4	FI
Chevrolet R1500 Suburban Diesel	16	23	6.2	L4	FI
Chevrolet S10 Blazer	18	23	4.3	L4	FI
Chevrolet S10 Blazer	17	23	4.3	M5	FI
Nissan Axxess	20	24	2.4	L4	FI
Nissan Axxess	21	27	2.4	M5	FI
Nissan Pathfinder	16	19	3.0	L4	FI
Nissan Pathfinder	15	19	3.0	M5	FI
Chrysler Town & Country	18	24	3.3	L4	FI
Dodge AD150 Ramcharger	13	16	5.2	A4	FI
Dodge AD150 Ramcharger	12	14	5.9	A4	FI
Dodge Caravan/Ram Van Turbo	19	23	2.5	A3	FI
Dodge Caravan/Ram Van	21	23	2.5	L3	FI
Dodge Caravan/Ram Van	22	28	2.5	M5	FI
Dodge Caravan/Ram Van Turbo	18	26	2.5	M5	FI
Dodge Caravan/Ram Van	19	24	3.0	L3	FI
Dodge Caravan/Ram Van	19	24	3.0	L4	FI
Dodge Caravan/Ram Van	18	24	3.3	L4	FI
Jeep Cherokee	18	24	2.5	L4	FI
Jeep Cherokee	21	24	2.5	M5	FI
Jeep Cherokee	19	24	2.5	M5	FI
Jeep Cherokee	16	21	4.0	L4	FI
Jeep Cherokee	17	23	4.0	M5	FI
Ford Bronco II	17	21	2.9	L4	FI
Ford Bronco II	18	22	2.9	M5	FI
GMC R1500 Suburban	13	18	5.7	L4	FI
GMC R1500 Suburban Diesel	16	23	6.2	L4	FI
GMC S15 Jimmy	18	23	4.3	L4	FI
GMC S15 Jimmy	17	23	4.3	M5	FI
Isuzu Amigo	19	22	2.3	M5	2bc
Isuzu Amigo	17	21	2.6	M5	FI
Mazda MPV	19	24	2.6	L4	FI
Mazda MPV	20	24	2.6	M5	FI
Mazda MPV	17	22	3.0	L4	FI
Mazda MPV	18	22	3.0	M5	FI
Oldsmobile Silhouette	18	23	3.1	L3	FI
Pontiac Trans Sport	18	23	3.1	L3	FI
Plymouth Voyager Turbo	19	23	2.5	A3	FI
Plymouth Voyager	21	23	2.5	L3	FI
Plymouth Voyager	22	28	2.5	M5	FI
Plymouth Voyager Turbo	18	26	2.5	M5	FI
Plymouth Voyager	19	24	3.0	L3	FI
Plymouth Voyager	19	24	3.0	L4	FI
Plymouth Voyager	18	24	3.3	L4	FI
Suzuki Sidekick	27	28	1.6	M5	FI
Toyota 4-Runner	19	20	2.4	A4	FI
Toyota 4-Runner	16	20	3.0	L4	FI

Special Purpose Vehicles/4wd

Car Line	Est. MPG City	Est. MPG Hwy	Displ. (liters)	Trans	Fuel Sys
Chevrolet S10 Blazer	17	21	4.3	L4	FI
Chevrolet S10 Blazer	16	20	4.3	M5	FI
Chevrolet V1500 Blazer	13	16	5.7	L4	FI
Chevrolet V1500 Blazer	12	14	5.7	M4C	FI
Chevrolet V1500 Blazer Diesel	16	21	6.2	L4	FI
Chevrolet V1500 Suburban	12	16	5.7	L4	FI
Chevrolet V1500 Suburban	12	14	5.7	M4C	FI
Chevrolet V1500 Suburban Diesel	16	20	6.2	L4	FI
Daihatsu	23	23	1.6	M5	FI
Nissan Axxess	18	22	2.4	L4	FI
Nissan Axxess	19	23	2.4	M5	FI
Nissan Pathfinder	15	18	3.0	L4	FI
Nissan Pathfinder	15	19	3.0	M5	FI
Dodge AW150 Ramcharger	11	14	5.2	A4	FI
Dodge AW150 Ramcharger	12	15	5.2	M4C	FI
Dodge AW150 Ramcharger	11	13	5.9	A4	FI
Dodge AW150 Ramcharger	10	14	5.9	M4C	FI
Dodge Colt Vista	19	25	2.0	M5	FI
Dodge Colt Wagon	23	28	1.8	M5	FI
Dodge Raider	16	19	2.6	M5	2bc
Dodge Raider	16	18	3.0	L4	FI
Dodge Raider	16	19	3.0	M5	FI
Jeep Cherokee	18	23	2.5	L4	FI
Jeep Cherokee	21	24	2.5	M5	FI
Jeep Cherokee	19	24	2.5	M5	FI
Jeep Cherokee	16	20	4.0	L4	FI
Jeep Cherokee	17	22	4.0	M5	FI
Jeep Grand Wagoneer	11	13	5.9	A3	2bc
Jeep Wagoneer	16	20	4.0	L4	FI
Jeep Wrangler	18	20	2.5	M5	FI
Jeep Wrangler	16	20	2.5	M5	FI
Jeep Wrangler	15	16	4.2	A3	2bc
Jeep Wrangler	16	20	4.2	M5	2bc
Ford Bronco II	16	21	2.9	L4	FI
Frod Bronco II	17	22	2.9	M5	FI
Ford Bronco	14	17	4.9	L4	FI
Ford Bronco	14	18	4.9	M5	FI
Ford Bronco	12	13	5.0	A3	FI
Ford Bronco	13	17	5.0	L4	FI
Ford Bronco	13	16	5.0	M5	FI
Ford Bronco	11	15	5.8	L4	FI
Geo Tracker Convertible	24	25	1.6	L3	FI
Geo Tracker Convertible	26	28	1.6	M5	FI
Geo Tracker	24	25	1.6	L3	FI
Geo Tracker	26	28	1.6	M5	FI
GMC S15 Jimmy	17	21	4.3	L4	FI
GMC S15 Jimmy	16	20	4.3	M5	FI
GMC V1500 Jimmy	13	16	5.7	L4	FI
GMC V1500 Jimmy	12	14	5.7	M4C	FI
GMC V1500 Jimmy Diesel	16	21	6.2	L4	FI
GMC V1500 Suburban	12	16	5.7	L4	FI
GMC V1500 Suburban	12	14	5.7	M4C	FI
GMC V1500 Suburban Diesel	16	20	6.2	L4	FI
Isuzu Amigo	16	19	2.6	M5	FI
Isuzu Trooper	15	18	2.6	L4	FI
Isuzu Trooper	16	18	2.6	M5	FI
Isuzu Trooper	15	18	2.8	L4	FI
Isuzu Trooper	15	18	2.8	M5	FI
Mitsubishi Montero	16	19	2.6	M5	2bc
Mitsubishi Montero	16	18	3.0	L4	FI
Mitsubishi Montero	16	19	3.0	M5	FI
Mazda MPV 4x4	16	20	3.0	L4	FI
Mazda MPV 4x4	16	20	3.0	M5	FI
Plymouth Colt Vista	19	25	2.0	M5	FI
Plymouth Colt Wagon	23	28	1.8	M5	FI
Range Rover	13	16	3.9	L4	FI
Subaru Loyale Wagon	22	23	1.8	A3	FI
Subaru Loyale Wagon	24	29	1.8	M5	FI

* EPA categorizes cars by usable interior volume.

NOTES: Transmissions: M = Manual; A = Automatic; L = Lockup; C = Creeper; AV = Continuously Variable

SPECIFICATIONS

1990-model domestic car body family designations

Chrysler Corp. led the way in platform (body family) revisions among Big 3 domestic automakers in the 1990 model year.

General Motors changed some models within platform groupings, but added no new platform designation in the 1990 model year. Ford Motor Co. stood pat on the 1990 platform front.

Chrysler's 1990 platform actions began early in the 1989 calendar year when Plymouth Laser was launched. Following last fall were the 1990 Chrysler Imperial, Chrysler Fifth Avenue, Chrysler New Yorker Salon and Eagle Talon. Salon (base model New Yorker) became part of the C-body group.

The Chrysler LeBaron Sedan and Dodge Monaco came out later in the 1990 model year. Monaco joined Eagler Premier in the B-platform. LeBaron sedan became part of the A-platform with Plymouth Acclaim and Dodge Spirit.

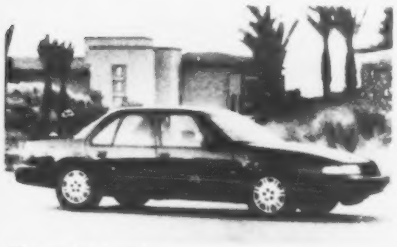
It added up to two new platforms for the company: the Y-body — Chrysler Imperial and New Yorker Fifth Avenue; and H24S — Plymouth Laser and Eagle Talon.

A new GM model — Chevrolet Lumina — joined Pontiac Grand Prix, Oldsmobile Cutlass Supreme and Buick Regal in the mid-size W-platform in the 1990 model year. A Lumina coupe bowed in spring 1989; a six-passenger sedan followed last fall.

Another newcomer to the Chevrolet 1990 model lineup is the subcompact Geo Storm, designated the R-body. Geo Spectrum, formerly called an R-body, is discontinued.

The Chevrolet Celebrity four-door notchback was dropped from GM's family-size A-platform in 1990, but two Celebrity station wagon models are retained.

Also discarded from GM's lineup in 1990 were the B-body Pontiac Safari station wagon and J-body Buick Skyhawk.


Chevrolet Lumina

Geo Storm

Eagle Talon TSI

Chrysler New Yorker Fifth Avenue

Chrysler Imperial

CHRYSLER MOTORS CORP.

	Plymouth	Dodge	Chrysler	Eagle
A	Acclaim	Spirit	LeBaron Sedan	—
B	—	—	—	Premier
C	—	Dynasty	New Yorker Salon New Yorker Landau	—
G	—	Daytona	—	—
H24S	Laser	—	—	Talon
J	—	—	LeBaron Coupe & Convertible	—
L*	Horizon	Omni	—	—
P	Sundance	Shadow	—	—
Q	—	—	TC by Maserati	—
Y	—	—	Imperial, New Yorker Fifth Avenue	—

*—Dropped 2-90

FORD MOTOR CO.

	Ford	Mercury	Lincoln
BT17	Festiva	—	—
CT18	—	Tracer	—
DN5	Taurus	Sable	—
Erika	Escort	—	—
FN9	—	—	Continental
Fox	Mustang	—	—
LS	—	—	Mark VII
MN12	Thunderbird	Cougar	—
Panther	LTD Crown Victoria, Country Squire Wagon	Grand Marquis, Colony Park Wagon	Town Car
ST16	Probe	—	—
Topaz	Tempo	Topaz	—

GENERAL MOTORS CORP.

	Chevrolet	Pontiac	Oldsmobile	Buick	Cadillac
A	Celebrity Wagon	6000	Cutlass Ciera	Century	—
B	Caprice, Caprice Wagon	—	Custom Cruiser Wagon	Electra Estate Wagon, LeSabre Estate Wagon	—
C	—	—	Ninety-Eight Regency, Touring Sedan	Electra, Park Avenue	DeVille, Fleetwood, Fleetwood Sixty Special
D	—	—	—	—	Brougham
E	—	—	Toronado, Trofeo	Riviera	Eldorado
F	Camaro	Firebird	—	—	—
H	—	Bonneville	88 Royale	LeSabre	—
J	Cavalier	Sunbird	—	—	—
K	—	—	—	—	Seville
L	Corsica, Beretta	Tempest (Canadian)	—	—	—
M	Geo Metro	—	—	—	—
N	—	Grand Am	Cutlass Calais	Skylark	—
R	Geo Storm	—	—	—	—
S	Geo Prizm	—	—	—	—
T	—	LeMans	—	—	—
V	—	—	—	—	Allante
W	Lumina	Grand Prix	Cutlass Supreme	Regal	—
Y	Corvette	—	—	—	—
Z	—	—	—	Reatta	—

SPECIFICATIONS

Warranty Coverage on 1990 models

	Basic Coverage	Extra Drivetrain/Major Component	Corrosion Coverage	Towing for Warranty-Covered Breakdown	Deductible
DOMESTIC					
FORD*	1/12,000	6/60,000	6/100,000	YES	$100●
MERCURY*	1/12,000	6/60,000	6/100,000	YES	$100●
LINCOLN MERKUR	1/12,000	6/60,000	6/100,000	YES	$100●
BUICK	3/50,000	3/50,000	6/100,000	YES	$100★
CHEVROLET*	3/50,000	3/50,000	6/100,000	YES	$100★
OLDSMOBILE	3/50,000	3/50,000	6/100,000	YES	$100★
PONTIAC*	3/50,000	3/50,000	6/100,000	YES	$100★
CADILLAC	4/50,000	4/50,000	6/100,000	YES	$100★
CADILLAC Allante	1/12,000	7/100,000	7/100,000	YES	$25★
CHRYSLER MOTORS	1/12,000	7/70,000	7/100,000	YES	$100‡
CHRYSLER New Yorker/New Yorker Landau/Imperial/Maserati	5/50,000	7/70,000	7/100,000	YES	$100‡
CHRYSLER Captive Imports	3/36,000	3/50,000	5/Unlimited	YES	NO
SUMMIT	3/36,000	7/70,000	7/100,000	YES	$100‡
JAPAN					
ACURA	3/36,000	3/36,000	3/Unlimited	YES	NO
DAIHATSU	3/36,000	3/36,000	3/Unlimited	YES	NO
HONDA	3/36,000	3/36,000	5/Unlimited	YES	NO
INFINITI	4/60,000	4/60,000	7/Unlimited	YES	NO
ISUZU	3/36,000	3/36,000	5/Unlimited	YES	NO
LEXUS	4/50,000	6/70,000	6/Unlimited	YES	NO
MAZDA	3/50,000	3/50,000	5/Unlimited	YES	NO
MITSUBISHI	3/36,000	3/50,000	5/Unlimited	YES	NO
MITSUBISHI Precis	3/36,000	3/36,000	3/Unlimited	YES	NO
MITSUBISHI Galant/Mirage/Eclipse	3/36,000	3/50,000	7/100,000	YES	NO
NISSAN	3/36,000	3/36,000	5/Unlimited	YES	NO
SUBARU	3/36,000	3/36,000	6/60,000	YES	NO
SUZUKI	2/24,000	2/24,000	3/Unlimited	YES	NO
TOYOTA	3/36,000	5/60,000	5/Unlimited	YES	NO
KOREA					
HYUNDAI	3/36,000	3/36,000	3/Unlimited	YES	NO
FRANCE					
PEUGEOT	3/36,000	5/50,000	3/36,000	YES-	NO
GERMANY					
AUDI†	3/50,000	3/50,000	6/Unlimited	YES	NO
BMW	3/36,000	3/36,000	6/Unlimited	YES	NO
MERCEDES-BENZ	4/50,000	4/50,000	4/50,000	YES	NO
PORSCHE	2/Unlimited	2/Unlimited	10/Unlimited	YES	NO
VOLKSWAGEN	2/24,000	5/50,000	6/Unlimited	YES	NO
GREAT BRITAIN					
ASTON MARTIN	2/24,000	NO	NO	NO	NO
JAGUAR	3/36,000	3/36,000	6/60,000	YES	NO
LOTUS	2/Unlimited	2/Unlimited	8/Unlimited	NO	NO
RANGE ROVER	3/36,000	3/36,000	6/Unlimited	YES	NO
ROLLS-ROYCE	3/Unlimited	3/Unlimited	3/Unlimited	NO	NO
STERLING	3/36,000	3/36,000	6/Unlimited	YES	NO
ITALY					
ALFA ROMEO	3/36,000	3/36,000	6/60,000	NO	NO
FERRARI	2/Unlimited	NO	NO	NO	NO
MASERATI	2/24,000	2/24,000	2/24,000	YES	NO
SWEDEN					
SAAB	3/36,000	3/36,000	6/Unlimited	YES	NO
VOLVO	1/Unlimited	3/Unlimited	8/Unlimited	YES	NO
YUGOSLAVIA					
YUGO†	1/12,000	4/40,000	36/Unlimited	YES	$25

*Includes captive imports
†Basic coverage includes all scheduled maintenance
●For warranty repairs on drivetrain after 1/12,000 coverage expires
★For any warranty repairs after 1/12,000 coverage expires
‡For repairs under extended powertrain warranty

DAMAGE REPAIR COSTS FOR 1990 MODELS

Make/Model	Front into barrier	Rear into barrier	Front into angle barrier	Rear into pole	Total damage in all tests
Daihatsu Charade SE	478	1,508	480	1,372	$3,838
Volkswagen Jetta GL	247	363	916	1,130	$2,656
Volkswagen Golf GL	179	298	761	1,013	$2,251
Volkswagen Fox GL	141	433	423	993	$1,990
Mazda 323 Protege SE	0	0	718	1,203	$1,921
Nissan Sentra XE	0	0	531	1,346	$1,877
Ford Escort LX	0	0	314	1,404	$1,718
Geo Metro	121	0	363	1,080	$1,564
Subaru Loyale	0	47	570	945	$1,562
Plymouth Horizon	231	480	341	424	$1,476
Geo Prizm	267	0	466	732	$1,465
Hyundai Excel	125	113	460	721	$1,419
Mitsubishi Mirage EXE	0	73	611	513	$1,197
Dodge Shadow	0	0	676	479	$1,155
Toyota Corolla DX	0	0	448	492	$ 940
Honda Civic DX	0	344	200	225	$ 769

Cars tested were 4-door models. SOURCE: Insurance Institute for Highway Safety

Changes in CAFE car and light truck

Corporate average fuel economy performance by manufacturer, 1988 and 1989 model years.

Passenger cars	1988	1989
Alfa Romeo	25.7	26.9
BMW	21.7	22.1
Chrysler (domestic)	28.4	27.9
Chrysler (import)	30.3	30.3
Daihatsu	46.5	44.2
Ford (domestic)	26.4	26.5
Ford (import)	35.6	31.5
GM (domestic)	27.6	27.2
GM (import)	37.6	37.1
Honda	32.0	31.5
Hyundai	35.0	33.1
Isuzu	34.9	37.3
Jaguar	22.0	20.4
Mazda	28.7	29.8
Mercedes-Benz	21.3	21.4
Mitsubishi	31.2	31.0
Nissan	30.4	30.4
Peugeot	23.4	25.2
Porsche	24.7	23.0
Saab	26.5	26.6
Sterling	23.6	23.6
Subaru	31.9	32.1
Suzuki	—	36.9
Toyota	32.6	31.9
Volvo	26.0	25.0
VW	30.5	30.2
Yugo	34.2	33.6
U.S. standards	**26.0**	**26.5**
Domestic average	**27.3**	**27.1**
Import average	**31.4**	**30.6**
Combined average	**28.7**	**28.3**
Light trucks		
Chrysler (domestic)	21.6	20.8
Chrysler (import)	22.8	21.6
Ford	20.4	20.0
GM (domestic)	20.2	20.4
GM (import)	—	32.1
Isuzu	21.5	21.7
Mazda	26.4	25.1
Mitsubishi	25.8	24.3
Nissan	22.6	23.5
Range Rover	16.7	15.4
Suzuki	33.3	31.7
Toyota	24.4	23.2
VW	19.9	20.8
EPA standard	**20.5**	**20.5**
Domestic average	**20.6**	**20.4**
Import average*	**23.7**	**23.1**
Combined average*	**21.1**	**20.9**

*—Does not include 4-wheel-drive trucks by GM, Range Rover and Suzuki, which averaged 31.5 mpg in 1988 and 29.2 mpg in 1989

Source: Federal Register

Retail prices, 1990 U.S. and import cars

This table shows the prices of 1990 domestic and imported cars as of May 7, 1990. All prices are manufacturers' suggested retail prices. Import prices include ocean freight and U.S. import duty. None of the prices include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the buyer.

In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option. Some makes and models are omitted because 1990 prices had not been established when this table was prepared.

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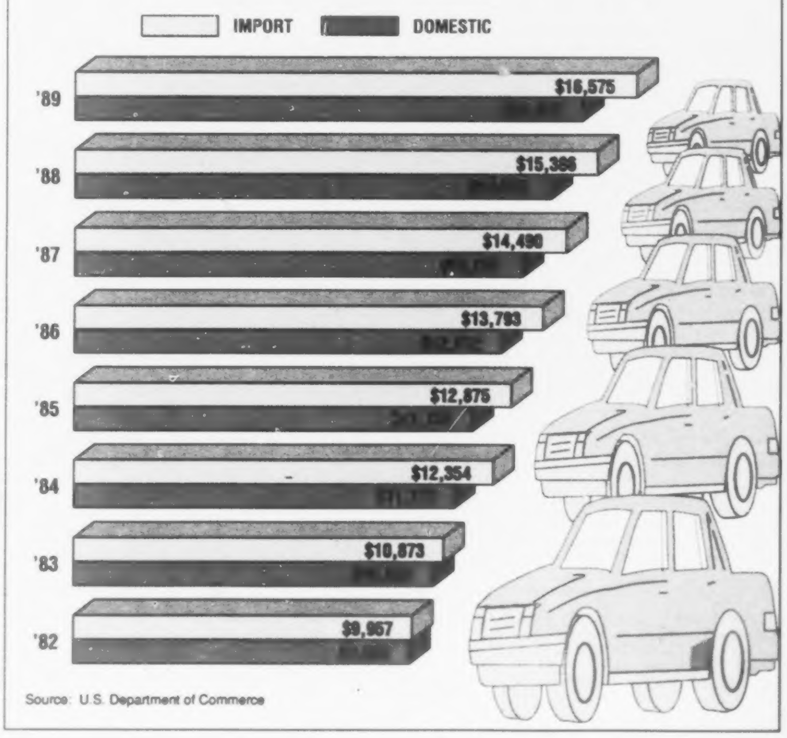
	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
ACURA Integra RS 4	12,850		11,950			725	std	260	735
Integra LS 4	14,545		13,725			725	std	std	735
Integra GS 4	15,950		15,825			725	std	std	735
Legend V-6	22,600	$24,760				800	std	std	std
Legend L V-6	25,900	27,325				800	std	std	std
Legend LS V-6	29,610	30,690				800	std	std	std
Radio and air conditioning prices do not include dealer installation charge									
ALFA ROMEO Graduate 4				$16,950		N.A.	N.A.	645	995
Veloce 4				20,950		N.A.	N.A.	std	std
Quadrifoglio 4				23,950		N.A.	N.A.	std	std
Spider 4 (1991)				20,950		600	std	std	995
Spider Veloce 4 (1991)				22,950		600	std	std	std
164 V-6 (1991)	24,500					650	std	std	std
164L V-6 (1991)	27,500					650	std	std	std
164S V-6 (1991)	29,500					N.A.	std	std	std
Prices do not include suggested dealer preparation charge of $160									
AUDI 80 4	18,900					585	std	std	std
80 Quattro 5	22,800					N.A.	std	std	std
90 5	23,990					585	std	std	std
90 Quattro 5	27,500					N.A.	std	std	std
Coupe Quattro 5		29,750				N.A.	std	std	std
100 5	26,900					std	std	std	std
100 Quattro 5	29,470					N.A.	std	std	std
200 5	33,405					std	std	std	std
200 Quattro 5	35,805				36,930	N.A.	std	std	std
Quattro V-8	47,450					std	std	std	std
BENTLEY Eight V-8	114,100					std	std	std	std
Mulsanne S V-8	133,200					std	std	std	std
Turbo R V-8	167,400					std	std	std	std
Continental V-8				215,000		std	std	std	std
BMW 318is 4 (1991)		21,500				N.A.	std	std	std
325i 6	25,450	24,650		33,850		700	std	std	std
325is 6		28,950				700	std	std	std
325iX 6	30,750	29,950				700	std	std	std
M3 4	34,950					N.A.	std	std	std
525i 6	33,200					700	std	std	std
535i 6	41,500					*	std	std	std
M5 6 (1991)	56,600					N.A.	std	std	std
735i 6	49,000					std	std	std	std
735iL 6	53,000					std	std	std	std
750iL V-12	70,000					std	std	std	std
850i V-12 (1991)		73,600				std	std	std	std
Dealer preparation charge: $140 on 318is, 325i coupe and sedan, 325is, 325ix coupe and sedan; $155 on 325i convertible; $180 on M3; $160 on 525i, 535i, 735i and 735iL; $215 on 750iL. *Automatic transmission is a no-cost option on 535i sedan. Add the following for gas-guzzler tax: $650 on 535i, 735i and 735iL sedans; $1,500 on 750iL sedan and 850i coupe; $1,850 on M5									
BUICK Skylark 4	10,465	10,565				std	std	std	*
Skylark Custom 4	11,460	11,460				std	std	std	*
Skykdark Custom Luxury Edition 4	13,145					std	std	std	*
Skylark Gran Sport 4		12,935				std	std	std	*
Century Custom 4	13,150	13,250			14,570	std	std	std	std
Century Limited 4	14,075				15,455	std	std	std	std
Regal Custom V-6	15,400	15,200				std	std	std	std
Regal Limited V-6	16,120	15,860				std	std	std	std
LeSabre V-6		16,145				std	std	std	std
LeSabre Custom V-6	16,050					std	std	std	std
LeSabre Limited V-6	17,400	17,300				std	std	std	std
LeSabre Estate Wagon (3-seat) V-8					17,940	std	std	std	std
Electra Limited V-6	20,225					std	std	std	std
Electra Park Avenue V-6	21,750					std	std	std	std
Electra T Type V-6	23,025					std	std	std	std
Park Avenue Ultra V-6	27,825					std	std	std	std
Riviera V-6		23,040				std	std	std	std
Reatta V-6		28,335		34,995		std	std	std	std
*—Part of option package; not priced separately									
CADILLAC DeVille V-8	27,540	26,960				std	std	std	std
Fleetwood V-8	32,980	32,400				std	std	std	std
Fleetwood Sixty Special V-8	36,980					std	std	std	std
Brougham V-8	27,400					std	std	std	std
Eldorado V-8		28,855				std	std	std	std
Eldorado Touring Coupe V-8		31,830				std	std	std	std
Seville V-8	31,830					std	std	std	std
Seville Touring Sedan V-8	36,320					std	std	std	std
Allante Convertible V-8				53,050		std	std	std	std
Allante Convertible Hardtop V-8				58,683		std	std	std	std
Allante prices do not include gas-guzzler tax of $650									
CHEVROLET Geo Metro XFi 3			5,995			*	N.A.	*	N.A.
Geo Metro 3	6,995		6,695			*	N.A.	*	670
Geo Metro LSi 3	7,795		7,495			*	N.A.	*	670
Geo Storm 4		10,390				*	std	std	690
Geo Storm GSi 4		11,650				*	std	std	690
Geo Prizm notchback 4	10,125					*	*	*	690
Geo Prizm hatchback 4	10,425					*	*	*	690
Geo Prizm GSi notchback 4	11,900					*	std	std	690
Geo Prizm GSi hatchback 4	12,285					*	std	std	690
Cavalier VL 4	7,777	7,577			8,165	465	*	*	730
Cavalier 4	8,820	8,620			9,195	465	std	std	730
Cavalier Z24 V-6		11,505				465	std	std	730
Corsica LT notchback 4	9,495					540	std	std	780
Corsica LT hatchback 4	9,895					540	std	std	780
Corsica LTZ notchback V-6	12,795					540	std	std	std
Beretta 4		10,320				540	std	std	780
Beretta GTZ 4		13,750				N.A.	std	std	std
Beretta GT V-6		12,500				540	std	std	std
Camaro RS V-6 (1991)		10,995		16,880		515	std	std	805
Camaro Z28 V-8 (1991)		14,615		20,135		515	std	std	805
Celebrity 2-seat wagon 4					12,395	std	std	std	805
Celebrity 3-seat wagon 4					12,645	std	std	std	805
Lumina 4	12,340	12,140				std	std	std	805
Lumina Euro 4	14,240	14,040				std	std	std	std
Caprice V-8 (1991)	15,995					std	std	std	std
Caprice Classic V-8 (1991)	17,370					std	std	std	std
Corvette V-8			31,979	37,264		std **	std	std	std

New car average transaction

1989 new car average transaction prices increase 6.27%



Source: U.S. Department of Commerce

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
Corvette ZR-1 V-8			58.995			N.A.	std	std	std

*—Part of option package, not priced separately
**—6-speed manual transmission is a no-charge option on Corvette
Geo Storm models are imported from Japan
Geo Metro 2-door hatchbacks are built by CAMI Automotive in Ingersoll, Ontario, and also are imported from Japan
Geo Prizm models are built by New United Motor Mfg. Inc. in Fremont, Calif

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHRYSLER LeBaron V-6	15.995					std	std	std	std.
LeBaron High 4		12.495		14.995		std	std	std	805
LeBaron Premium V-6		16.415		19.595		std	std	std	std
LeBaron GT V-6		15.678		17.757		536	std	std	std
LeBaron GTC Turbo 4		17.811		20.052		*	std	std	std
New Yorker Salon V-6	16.342					std	std.	std	805
New Yorker Landau V-6	19.080					std	std	std	std
New Yorker Fifth Avenue V-6	20.860					std	std	std	std
Imperial V-6	25.495					std	std	std	std
TC by Maserati				35.500		**	std	std	std

*—Automatic transmission is a no-charge option on the LeBaron GTC
**—5-speed manual with Maserati engine, four-speed automatic with Chrysler engine
Chrysler's TC by Maserati was imported from Italy. Import ended in the spring of 1990

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
DAIHATSU Charade SE 3 (1.0-liter)			6.597			N.A	N.A	199	745
Charade SX 3 (1.0-liter)			7.097			N.A	N.A	199	745
Charade SE 4 (1.3-liter)	8.197					500	241	199	745
Charade SE 4 (1.3-liter)			7.547			std	241	199	745
Charade SX 4 (1.3-liter)	8.897					500	std	199	745
Charade SX 4 (1.3-liter)			7.547			500	241	199	745
DODGE Colt 4			6.851			N.A	N.A.	*	739
Colt GL 4			7.909			499	*	*	739
Colt GT 4			9.121			499	*	*	739
Colt DL wagon 4					9.316	499	*	*	739
Colt DL wagon 4 (4wd)					11.145	N.A	*	*	739
Colt Vista 4					11.941	499	*	*	739
Colt Vista 4 (4wd)					13.167	N.A	*	*	739
Omni 4**	6.995					*	*	*	775
Shadow 4	8.985	8.785				536	std	std	775
Spirit 4	10.495					536	std	std	*
Spirit LE 4	11.905					536	std	std	805
Spirit ES Turbo 4	13.205					536	std	std	805
Daytona 4			9.745			536	std	std	*
Daytona ES 4			10.995			536	std	std	*
Daytona ES Turbo 4			12.895			536	std	std	*
Daytona Shelby Turbo 4			14.057			*	std	std	*
Dynasty 4	12.995					std	std	std	805
Dynasty LE V-6	14.395					std	std	std	805
Monaco V-6	14.995					std	std	std	860
Monaco ES V-6	17.595					std	std	std	std

*—Part of option package, not priced separately
**—Production of Omni ended in February 1990
Colt and Colt Vista models are imported from Japan

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
EAGLE Summit 4	8,895					505	*	*	748
Summit DL 4	9,456					505	*	*	748
Summit LX 4	10,408					505	std	*	748
Summit ES 4	11,257					682	std	*	748
Talon 4		12,995				682	std	std	802
Talon TSi Turbo 4		14,753				N.A	std	std	802
Talon TSi Turbo 4 (awd)		16,437				N.A	std	std	802
Premier LX V-6	15,350					std	std	std	860
Premier ES V-6	17,845					std	std	std	std
Premier ES Limited V-6	20,284					std	std	std	std

*—Part of option package, not priced separately
Summit models are imported from Japan
Talon models are built by Diamond-Star Motors in Normal, Ill

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
FERRARI Testarossa V-12		161,600				N.A.	N.A.	*	std

*—Radio is dealer installed; Ferrari does not quote a price

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
FORD Festiva L 4			6,319			N.A.	N.A	245	N.A
Festiva L plus 4			7,111			515	235	std	849
Festiva LX 4			7,750			515	235	std	744
Escort Pony 4 (1990)*			7,402			539	N.A	206	N.A
Escort LX 4 (1990)*	8,136		7,806			539	235	152	744
Escort LX wagon 4 (1990)*					8,737	463	235	152	744
Escort GT 4 (1990)*			9,844			N.A.	std	std	744
Escort Pony 4 (1991)			7,565			732	N.A.	245	N.A.
Escort LX 4 (1991)	8,674		8,247			732	235	std	744
Escort LX wagon 4 (1991)					9,259	732	235	std	744
Escort GT 4 (1991)			11,063			732	std	std	744
Probe GL 4			11,470			732	std	std	817
Probe LX V-6			13,008			732	std	std	817
Probe GT 4			14,726			732	std.	std.	817
Tempo GL 4	9,633	9,483				563	std.	std.	817
Tempo GLS 4	10,448	10,300				563	std.	std.	817
Tempo LX 4	10,605					563	std.	std.	817
Tempo 4 (all-wheel-drive)	11,331					std.	std.	std.	817
Mustang LX 4		9,456	9,962	15,141		595	std.	std.	817
Mustang LX 5-liter V-8		12,164	13,007	18,183		595	std.	std.	817
Mustang GT V-8			13,986	18,805		595	std.	std.	817
Taurus L 4	12,640					std	std.	std.	817
Taurus L Wagon V-6					14,272	std.	std.	std.	817
Taurus GL 4	13,113					std	std.	std.	817
Taurus GL Wagon V-6					14,722	std.	std.	std.	817
Taurus LX V-6	16,180				17,771	std	std.	std.	std.
Taurus SHO V-6	21,633					N.A	std	std	std.
Thunderbird V-6		14,980				std.	std.	std.	std.
Thunderbird LX V-6		17,263				std.	std.	std.	std.
Thunderbird Super Coupe V-6		20,390				595	std.	std.	std.
LTD Crown Victoria V-8 (1990)	17,257				17,668	std.	std.	std.	std.
LTD Crown Victoria LX V-8 (1990)	17,894				18,418	std.	std.	std.	std.
LTD Country Squire V-8 (1990)					17,921	std.	std	std	std.
LTD Country Squire LX V-8 (1990)					18,671	std.	std	std.	std.
LTD Crown Victoria V-8 (1991)**	17,611				18,022	std	std	std.	std.
LTD Crown Victoria LX V-8 (1991)**	18,248				18,772	std.	std.	std.	std.
LTD Country Squire V-8 (1991)**					18,274	std.	std.	std	std.
LTD Country Squire LX V-8 (1991)**					19,024	std.	std	std	std

Festiva models are imported from South Korea
Probe models are built by Mazda Motor Mfg. (USA) Corp. in Flat Rock, Mich
*—Production of 1990 Escort ended in November 1989
**—1991 Crown Victoria models go on sale May 31, 1990. Production began April 16

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
HONDA Civic 4			6,635			N.A.	N.A.	231	675
Civic DX 4			8,695			880	*	231	675
Civic DX 4	9,440					930	*	231	675
Civic Si 4			10,245			N.A	N.A	231	675
Civic LX 4	10,450					700	std	231	675
Civic EX 4	11,145					700	std.	231	675
Civic wagon 4					10,325	1,045	*	231	675
Civic wagon 4 (4wd)					12,410	730	std	231	675
Civic CRX HF 4		9,145				N.A	N.A.	231	675
Civic CRX 4		9,410				600	N.A.	231	675
Civic CRX Si 4		11,130				N.A.	N.A.	231	675
Accord DX 4	12,345	12,145				750	std.	249	740
Accord LX 4	14,895	14,695				750	std.	std.	std.
Accord EX 4	16,595	16,395				750	std	std.	std.
Prelude S 4		13,495				750	std.	std.	747
Prelude Si 4		14,945				750	std	std.	747
Prelude Si 4 (high output)		16,965				750	std.	std.	std.
Prelude Si 4 (4ws)		18,450				750	std.	std.	std.
Prelude Si 4 (anti-lock brakes)		18,550				750	std	std.	std.

*—Automatic transmission price on Civic DX and 2wd wagon includes power steering.
Radio and air conditioning prices do not include dealer installation charge.
Civic and Accord 4-door sedans and Accord notchback coupes are U.S.-built. Civic 2-door hatchbacks are built in Canada.
The Civic models and the Accord 4-door are also imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
HYUNDAI Excel 4	6,999		5,899			575	N.A.	295	755
Excel GL 4	7,879					500	335*	295	755
Excel GL (hatchback) 4	7,599					500	335*	295	755
Excel GS 4			6,999			500	260	295	755
Excel GLS 4	8,479					500	260	std.	755
Sonata 4	9,999					695	std.	335	780
Sonata GLS 4	12,349					695	std.	std.	780
Sonata V-6	11,389					std.	std.	335	780
Sonata GLS V-6	13,739					std.	std.	std.	780

*—Power steering price includ[illegible] wheel on Excel GL.
Sonata models are built in C[illegible] and are also imported from South Korea

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
INFINITI M 30 V-6		23,500				std	std.	std.	std.
Q 45 V-8	38,000					std.	std	std.	std.
ISUZU Impulse XS 4			11,999			745	std	std.	750
JAGUAR XJ6 6	39,700					std	std.	std.	std.
Sovereign 6	43,000					std.	std.	std.	std.
Vanden Plas 6	48,000					std.	std	std	std.
Vanden Plas Majestic 6	53,000					std	std	std	std.
XJ-S V-12		48,000		57,000		std	std	std.	std.
XJ-S Collection Rouge V-12		51,000				std	std.	std	std.
LEXUS ES 250 V-6	21,050					700	std.	std.	std.
LS 400 V-8	35,000					std.	std.	std.	std.

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
LINCOLN Town Car V-8	27,986					std	std	std	std
Town Car Signature V-8	30,721					std	std	std.	std
Town Car Cartier V-8	32,854					std	std	std	std
Mark VII Bill Blass V-8		29,246				std	std	std	std
Mark VII LSC V-8		29,468				std	std	std	std
Continental V-6	29,422					std	std	std	std
Continental Signature V-6	31,346					std	std	std	std
LOTUS Esprit Turbo SE 4		81,950				N.A.	N.A.	std	std

Price does not include suggested dealer preparation charge of $350

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MASERATI 430 V-6	46,025					std *	std	std	std
228 V-6		57,540				std *	std	std	std
Spyder V-6				48,015		std *	std	std.	std

*—Automatic transmission or five-speed manual are no-charge choices on all models
Prices include gas-guzzler tax of $1,050

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MAZDA 323 4			6,599			700	250	**	785
323-SE 4			8,329			700	250	**	785
323 Protege SE 4	9,339					700	250	450	785
323 Protege LX 4	10,549					700	std	450	785
323 Protege 4 (4wd)	11,239					700	std	450	785
626-DX 4	12,459					720	std	std.	810
626-LX 4	13,929					720	std	std	810
626-LX 4 (hatchback)	14,129					720	std	std	810
626 GT 4 (hatchback)	15,699					720	std	std	810
MX-6 DX 4		12,279				720	std	std	810
MX-6 LX 4		13,769				720	std	std	810
MX-6 GT 4		16,029				720	std	std	810
MX-6 GT 4 (4-wheel steering)		17,229				720	std	std.	810
MX-5 Miata 4				13,800		720	*	*	795
929 V-6	23,300					std	std	std	std
929-S V-6	24,800					std	std	std	std
RX-7 GTU			17,880			750	std	std	859
RX-7 GXL			22,330			750	std	std	std
RX-7 GXL 2 + 2			22,830			750	std	std	std
RX-7 Turbo			26,530			N.A.	std.	std	std
RX-7 convertible				26,530		750	std	std	859

*—Part of an option package. Not priced separately.
**—Radio is dealer installed on base 323 and 323 SE. Mazda does not quote a price.
Mazda 626 4-door sedans and MX-6 models are U.S.-built and also are imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MERCEDES-BENZ 190E 2.6 6	31,600					900	std	std	std.
300D 2.5 Turbo 5	39,700					std	std	std	std.
300E 2.6 6	39,950					std	std.	std	std
300E 6	45,950					std	std	std	std
300E 6 (4wd)	52,550					std	std	std	std.
300CE 6		55,700				std.	std.	std.	std
300TE 6					49,650	std	std	std.	std.
300TE 6 (4wd)					56,250	std	std.	std.	std
300SE 6	52,950					std	std	std	std
300SEL 6	56,800					std.	std	std.	std.
350 SDL Turbo 6	56,800					std.	std	std	std.
420SEL V-8	62,500					std.	std.	std	std.
560SEL V-8	73,800					std	std	std.	std
560SEC V-8		81,500				std.	std	std	std.
300SL 6		72,500				1,000	std	std.	std
500SL V-8		83,500				std.	std.	std	std

Add the following for gas-guzzler tax: $500 on 300E (4wd), 300CE and 300SL (automatic); $650 on 300TE, 300TE (4wd) and 300SL (manual); $850 on 300SE and 300SEL; $1,050 on 420 SEL; $1,300 on 560SEC and 500SL; $1,500 on 560SEL

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MERCURY Tracer 4 (1991)	8,969					732	235	std	744
Tracer LTS 4 (1991)	11,219					732	std	std	744
Tracer 4 (1991)					9,990	732	std	std.	744
Capri 4 (1991)				12,588		732	std.	std	817
Capri XR2 4 (1991)				15,522		N.A.	std	std.	std
Topaz GS 4	10,164	10,007				563	std.	std	817
Topaz XR-5 4		11,006				563	std	std	817
Topaz LS 4	11,543					563	std.	std.	817
Topaz LTS 4	12,567					563	std	std.	std.
Sable GS V-6	15,065				16,010	std	std.	std.	std
Sable LS V-6	16,067				17,038	std	std	std.	std
Cougar LS V-6		15,816				std	std.	std	std
Cougar XR-7 V-6		20,213				595	std	std	std
Grand Marquis GS V-8 (1990)	17,784					std	std	std	std.
Grand Marquis LS V-8 (1990)	18,284					std.	std	std.	std
Colony Park GS V-8 (1990)					18,504	std	std	std.	std
Colony Park LS V-8 (1990)					19,076	std	std	std.	std.
Grand Marquis GS V-8 (1991)*	18,138					std	std.	std	std
Grand Marquis LS V-8 (1991)*	18,638					std.	std.	std.	std.
Colony Park GS V-8 (1991)*					18,857	std.	std	std.	std.
Colony Park LS V-8 (1991)*					19,429	std.	std	std.	std.

*—1991 Grand Marquis models go on sale May 31, 1990. Production began April 16.
Tracer models are imported from Mexico.
Capri models are imported from Australia. U.S. introduction is scheduled for summer 1990.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MITSUBISHI Precis 4			5,899			650	260	295	758
Precis RS 4			6,999			550	260	295	758
Mirage VL 4			6,929			N.A.	N.A.	327	756
Mirage 4	8,559		7,839			460	262	280	756
Mirage RS 4			8,759			N.A.	262	309	756
Mirage EXE 4			8,339			460	std	std	std.
Mirage EXE 4	9,509					470	std	std.	std.
Eclipse 4			10,819			650	241	170	811
Eclipse GS 4			11,839			650	std	std.	811
Eclipse GS DOHC 16-valve 4			12,679			650	std	std	811
Eclipse GS DOHC Turbo 16-valve 4			14,639			N.A.	std	std	811
Eclipse GSX DOHC Turbo 16-valve 4 (awd)			16,449			N.A.	std.	std	811
Galant 4	10,989					1,400	std	552	802
Galant LS 4	13,969					std	std	std	802
Galant GS 4	15,669					N.A.	std	std.	802
Galant GSX 4 (awd)	16,369					N.A.	std	std.	802
Sigma V-6	17,879					std.	std	std.	std.

Eclipse models are built by Diamond-Star Motors in Normal, Ill.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
NISSAN Sentra 4		7,399				N.A.	N.A.	*	825
Sentra XE 4	9,249	8,649			9,999	600	300	**	825
Sentra XE Sport Coupe 4		10,999				925	std.	***	825
Sentra SE Sport Coupe 4		12,299				540	std.	std.	825
Pulsar NX XE 4			12,249			540	std.	std.	825
Stanza XE 4	11,650					800	std.	400	825
Stanza GXE 4	14,975					800	std.	std.	std.
Maxima GXE V-6	17,899					std.	std.	std.	std.
Maxima SE V-6	18,949					930	std.	std.	std.
Axxess XE 4†					13,949	750	std.	std.	**
Axxess XE 4 (4wd)†					15,749	750	std.	std.	**
Axxess SE 4†					16,749	std.	std.	std	std.
Axxess SE 4 (4wd)†					18,749	std	std	std.	std.
240SX XE 4		13,249				830	std.	std.	825
240SX SE 4			13,499			830	std.	std.	825
300ZX V-6			27,900			800	std.	std.	std.
300ZX Turbo V-6			33,000			800	std.	std.	std.
300ZX 2 + 2 V-6			29,100			800	std.	std.	std.

*—Radio is dealer installed on base Sentra. Nissan does not quote a price.
**—Part of an option package. Not priced separately.
***—Automatic transmission price includes AM/FM Stereo radio on Sentra XE Sport Coupe.
†—Import of Axxess models ended in April, 1990.
Sentra 2-door sedans and 4-door sedans are U.S.-built and also are imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
OLDSMOBILE Cutlass Calais 4	9,995	9,995				540	std.	std.	720
Cutlass Calais S 4	10,995	10,895				540	std	std.	720
Cutlass Calais SL 4	13,295	13,195				std.	std.	std.	720
Cutlass Calais International 4	14,995	14,895				*	std.	std.	std.
Cutlass Ciera 4	11,995					std.	std.	std	*
Cutlass Ciera S 4	12,495	12,195				std	std	std.	805
Cutlass Ciera SL V-6	14,695					std	std.	std.	std.
Cutlass Ciera International V-6	16,795	15,995				std.	std.	std.	std.
Cutlass Ciera Cruiser S 4					13,395	std	std	std	805
Cutlass Cruiser SL (3-seat wagon) V-6					15,295	std	std	std.	std.
Cutlass Supreme 4	14,595	14,495				*	std	std.	std.
Cutlass Supreme SL V-6	16,195	16,095				std.	std	std.	std.
Cutlass Supreme Intl. 4	17,995	17,995				*	std	std	std.
88 Royale V-6	15,995	15,895				std	std	std.	std.
88 Royale Brougham V-6	17,395	17,295				std	std	std.	std.
Custom Cruiser V-8					17,595	std	std	std.	std.
98 Regency V-6	19,995					std	std	std.	std.
98 Regency Brougham V-6	21,595					std	std.	std.	std.
Touring Sedan V-6	26,795					std.	std.	std.	std.
Toronado V-6		21,995				std	std.	std.	std.
Toronado Trofeo V-6		24,995				std	std.	std	std.

*—Part of option package; not priced separately

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PEUGEOT 405-DL 4	15,390				15,990	650	std.	std	std.
405-S 4	17,700				18,495	650	std	std.	std.
405-Mi 16 4	21,990					N.A.	std	std.	std.
505 SW8 4					20,400	650	std	std.	std.

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	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
505 Turbo SW8 4					26,100	std.*	std	std.	std.

*—Automatic transmission or five-speed manual are no charge choices on 505 Turbo SW8

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PLYMOUTH Colt 4			6,851			N.A.	N.A.	*	739
Colt GL 4			7,909			499	*	*	739
Colt GT 4			9,121			499	*	*	739
Colt DL 4					9,316	499	*	*	739
Colt DL 4 (4wd)					11,145	N.A.	*	*	739
Colt Vista 4					11,941	499	*	*	739
Colt Vista 4 (4wd)					13,167	N.A.	*	*	739
Horizon 4**	6,995					*	*	*	775
Sundance 4	9,045	8,845				536	std	std	775
Acclaim 4	10,395					536	std	std.	*
Acclaim LE 4	11,875					536	std	std	805
Acclaim LX V-6	13,865					std.	std.	std.	805
Laser 4			10,855			682	*	std	802
Laser RS 4			11,900			682	std	std	802
Laser RS Turbo 4			13,905			N.A.	std	std	802

*—Part of option package, not priced separately.
**—Production of Horizon ended in February 1990.
Colt and Colt Vista models are imported from Japan.
Laser models are built by Diamond-Star Motors in Normal, Ill.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PONTIAC LeMans 4			7,254			N.A.	N.A.	307	N.A.
LeMans LE 4	8,904		8,554			445	214	std	680
LeMans GSE 4			10,764			445	std.	std.	std.
Sunbird LE 4	8,899	8,799				465	225	std.	720
Sunbird LE 4 convertible				13,924		465	std	std	720
Sunbird SE 4		9,204				465	225	std.	720
Sunbird GT 4		11,724				465	std.	std.	720
Grand Am LE 4	10,744	10,544				540	std.	std.	720
Grand Am SE 4	15,194	14,894				540	std.	std	std.
Firebird V-6 (1991)		11,985				515	std.	std.	805
Firebird Formula V-6 (1991)		14,610				515	std.	std.	std
Firebird Trans Am V-8 (1991)		16,732				515	std.	std.	std
Firebird Trans Am GTA V-8 (1991)		23,475				std	std	std	std.
Pontiac 6000-LE 4	12,149					std.	std.	std	805
Pontiac 6000-LE V-6					15,309	std	std.	std	std
Pontiac 6000-S/E V-6	16,909				18,509	std	std.	std.	std.
Grand Prix LE 4	14,564	14,564				std.	std	std	std
Grand Prix SE V-6		17,684				640	std	std	std
Grand Prix STE V-6	18,539					640	std.	std.	std.
Bonneville LE V-6	15,774					std	std.	std.	std
Bonneville SE V-6	19,144					std	std	std.	std
Bonneville SSE V-6	23,994					std	std.	std	std

LeMans models are imported from South Korea.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PORSCHE 944 S2 4			41,900	48,600		N.A.	std	std	std
911 Carrera 6		58,500		66,800		N.A.	std.	std	std
911 Carrera Targa 6		59,900				N.A.	std.	std.	std
911 Carrera 6 (4wd)		69,500				N.A.	std	std	std.
911 Carrera Targa 6 (4wd)		70,900		77,800		N.A.	std	std.	std.
928 V-8			74,545			std.*	std.	std.	std.

*—Automatic transmission or 5-speed manual are no-charge choices on 928.
Add the following for gas-guzzler tax: $500 on 911 Carrera (2wd models); $850 on 911 Carrera (4wd models) and 928 (automatic); $1,300 on 928 (manual).

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
ROLLS-ROYCE Silver Spirit II V-8	140,200					std.	std.	std.	std.
Silver Spur II V-8	154,700					std.	std.	std.	std.
Corniche III V-8				215,800		std.	std.	std	std
SAAB 900 4	17,515		16,995			580	std.	std	std
900S 4	21,545		20,995			580	std	std.	std
900 Turbo 4	26,045		25,495	32,995		580	std	std.	std.
900 Turbo SPG 4			28,995			N.A.	std	std	std
9000S 2.3 4 (hatchback)	25,495					765	std	std	std
9000CD 2.3 4	25,995					765	std	std.	std.
9000 Turbo 4 (hatchback)	32,495					765	std	std	std
9000CD Turbo 4	32,995					765	std	std	std.
STERLING 827S V-6	23,550					800	std	std	std.
827Si V-6	26,500					800	std	std	std
827SL V-6	28,500					std	std	std	std
827SLi V-6 (hatchback)	28,500					std.	std	std	std
Oxford Edition V-6	29,500					std	std	std	std
SUBARU Justy 3			5,866			N.A.	N.A.	std	799
Justy GL 3			7,251			540*	N.A.	std	799
Justy GL 3 (4wd) (hatchback)	8,156		7,951			540*	N.A.	std	799
Fun Justy GL 3			7,781			540*	N.A.	std	799
Fun Justy GL 3 (4wd)			8,481			540*	N.A.	std	799
Loyale 4	9,299				9,999	550	std	std	829
Loyale 4 (4wd)	10,374					550	std.	std.	829
Loyale 4 (4wd)					10,999	N.A.	std.	std.	829
Loyale RS 4 (4wd)		11,024				550	std.	std.	829
Loyale Turbo 4	11,999				12,699	std	std.	std.	829
Loyale Turbo 4 (4wd)	13,049				13,749	std.	std.	std.	std.
Loyale RS Turbo 4 (4wd)		13,699				std.	std.	std.	std.
Legacy 4	11,499				12,049	750	std	std.	879
Legacy L 4	12,699				13,249	750	std.	std.	879
Legacy L 4 (4wd)	13,949				14,549	750	std.	std.	879
Legacy LS 4	15,349				15,899	750	std.	std.	std.
Legacy LS 4 (4wd)	17,049				17,649	750	std.	std.	std.
XT GL 4		13,071				750	std.	std.	995
XT6 6		17,111				std.	std.	std.	std.
XT6 6 (4wd)		17,951				750	std.	std.	std.

Prices do not include suggested dealer preparation charge of $129.
*—Price is for a continuously variable transmission on Justy GL models.
Legacy L sedan and wagon (2wd and 4wd) are U.S.-built and also are imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
SUZUKI Swift GA 4	7,399					600	N.A.	430	665
Swift GA 4			6,399			N.A.	N.A.	430	665
Swift GL 4	7,899					600	N.A.	430	665
Swift GL 4			6,799			N.A.	N.A.	430	665
Swift GT 4			9,399			N.A.	N.A.	430	665
Swift GS 4	8,599					600	N.A.	430	665

Prices do not include suggested dealer preparation charge of $100.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
TOYOTA Tercel EZ 4			6,488			N.A.	N.A.	210	N.A.
Tercel 4			6,488			N.A.	N.A.	210	735
Tercel Standard 4		7,618				460	250	210	735
Tercel Standard 4			7,558			470	250	210	735
Tercel Deluxe 4		9,028				470	std.	210	735
Corolla 4	8,748					470	250	330	775
Corolla Deluxe 4	9,488					470	250	330	775
Corolla Deluxe 4 (4wd)	10,758					770	250	330	775
Corolla Deluxe 4					10,128	470	250	380	775
Corolla Deluxe 4 (4wd)					11,838	770	250	330	775
Corolla LE 4	10,928					670	std.	std.	775
Corolla SR5 4 (4wd)					13,238	N.A.	std.	std.	775
Corolla Sport SR5 4		11,068				670	250	330	775
Corolla Sport GT-S 4		13,238				N.A.	std.	std.	775
Camry 4	11,588					670	std.	330	825
Camry Deluxe 4	12,388					690	std.	330	825
Camry Deluxe 4					13,768	std.	std.	360	825
Camry Deluxe 4 (4wd)	14,168					890	std.	330	825
Camry LE 4	14,658					std	std.	std	825
Camry LE 4 (4wd)	16,648					std.	std.	std.	825
Camry Deluxe V-6	13,698					690	std.	330	825
Camry Deluxe V-6					15,078	std.	std	360	825
Camry LE V-6	17,078				17,868	std.	std.	std.	std.
Cressida 6	21,498					std.	std.	std.	std.
MR2 4 (1991)		14,898				750	N.A.	std.	825
MR2 4 (T-bar roof) (1991)		15,848				N.A.	N.A.	std.	825
MR2 Turbo 4 (1991)		18,228				N.A.	N.A.	std.	825
MR2 Turbo 4 (T-bar roof) (1991)		19,128				N.A.	N.A.	std.	825
Celica ST 4		12,268				670	std.	190	825
Celica GT 4		13,938	14,188			670	std.	220	825
Celica GT-S 4			16,268			750	std.	std.	990
Celica Turbo 4 (4wd)			21,008			N.A.	std.	std.	990
Supra 6			22,860			750	std	std.	std.
Supra 6 (sport roof)			23,930			750	std.	std.	std.
Supra Turbo 6			25,200			750	std.	std.	std.
Supra Turbo 6 (sport roof)			26,220			750	std.	std.	std.

The following Toyota models are U.S.-built: Corolla base, Deluxe and LE 2-wheel-drive 4-door sedans; Camry base, Deluxe and LE 2wd 4-door sedans with 4-cylinder engines, and Camry Deluxe and LE 2wd 4-door sedan with V-6 engine. Corolla base, Deluxe and LE 4-door sedans are also built in Canada. All those models are also imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
VOLKSWAGEN Fox 4		7,225				N.A.	N.A.	430	715
Fox GL Sport 4		8,595				N.A.	N.A.	430	715
Fox GL 4	8,310				8,550*	N.A.	N.A.	430	715
Golf GL 4	8,995		8,695			505	275	300	805
GTI 8V 4			9,995			N.A.	std	300	805
Jetta GL 4	10,295	9,995				505	std.	300	805
Jetta GL Diesel 4	10,495					N.A.	std	300	805
Jetta Carat 4	10,990					505	std	300	805
Jetta GLI 16V 4	13,750					N.A.	std	450	805
Cabriolet 4				15,485		505	std	std	825
Cabriolet Bestseller 4				16,180		505	std	std	825
Cabriolet Boutique 4				16,740		505	std	std.	825

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	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
Passat GL 4	14,770					795	std.	std.	std.
Passat GL 4					15,885	std.	std.	std.	std.
Corrado 4			17,900			N.A.	std.	std.	std.
*—Fox Wagon is a 2-door model.									
VOLVO 240-DL 4	18,820				19,310	645	std.	std.	std.
740 4	21,095				21,775	645	std.	std.	std.
740-GL 4	22,135				22,815	645	std.	std.	std.
740 GLE 4	25,950				26,630	555	std.	std.	std.
740 Turbo 4	26,285				26,965	555	std.	std.	std.
760-GLE V-6	33,965*					std.	std.	std.	std.
760-GLE Turbo 4	33,965				34,645	std.	std.	std.	std.
780 V-6		38,735*				std.	std.	std.	std.
780 Turbo 4		39,950				std.	std.	std.	std.
*—Add $500 for gas-guzzler tax on 760 GLE V-6 sedan and 780 V-6 coupe. Volvo 740 models are built in Canada and also are imported from Sweden.									
YUGO GV Plus 4			4,435			N.A.	N.A.	379	799
Cabrio 4				8,990		N.A.	N.A.	379	799

Retail prices, 1990 light trucks, domestic and import

These tables show the prices of domestic and imported light trucks, sport-utility vehicles and vans as of May 7, 1990. Prices are manufacturers' suggested retail prices. Import prices include ocean freight and U.S. import duty. None of the vehicle prices include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the retail buyer. Vehicle prices are for the base vehicle with the base engine. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHEVROLET S-10 Pickup (2wd)* Fleetside EL (108.3-inch w.b.)	$ 7,995	$860	**	$131	$755
Fleetside (108.3-inch w.b.)	9,235	860	**	131	755
Fleetside (117.9-inch w.b.)	9,400	860	**	131	755
Extended Cab Fleet (122.9-inch w.b.)	10,185	860	**	131	755
S-10 pickup (4wd)* Fleetside (108.3-inch w.b.)	12,430	860	std.	131	755
Fleetside (117.9-inch w.b.)	12,615	860	std.	131	755
Extended Cab Fleet (122.9-inch w.b.)	13,215	860	std.	131	755
*Chevrolet S-10 Pickup is a 1991 model. **Part of an option package. Not priced separately.					
C-K Pickup (2wd) C-1500 Sportside (117.5-inch w.b.)	11,625	625	std.	210	780
C-1500 Fleetside (117.5-inch w.b.)	11,300	625	std.	210	780
C-1500 Extended Cab Fleet (141.5-inch w.b.)	12,210	625	std.	210	780
C-1500 Fleetside (131.5-inch w.b.)	11,580	625	std.	210	780
C-1500 Fleetside W/T (131.5-inch w.b.)	10,445	625	std.	332	780
C-1500 Extended Cab Fleetside (155.5-inch w.b.)	12,490	625	std.	210	780
C-1500 Fleet 454 SS (117.5-inch w.b.)	18,295	std.	std.	std.	std.
C-2500 Extended Cab Fleet (141.5-inch w.b.)	13,275	625	std.	210	780
C-2500 Fleetside (131.5-inch w.b.)	12,205	625	std.	210	780
C-2500 Extended Cab Fleetside (155.5-inch w.b.)	13,555	625	std.	210	780
C-3500 Fleetside (131.5-inch w.b.)	13,828	625	std.	210	780
C-3500 Extended Cab Fleetside (155.5-inch w.b.)	14,848	625	std.	210	780
C-K Pickup (4wd) K-1500 Sportside (117.5-inch w.b.)	13,750	625	std.	210	780
K-1500 Fleetside (117.5-inch w.b.)	13,430	625	std.	210	780
K-1500 Extended Cab Fleet (141.5-inch w.b.)	14,379	625	std.	210	780
K-1500 Fleetside (131.5-inch w.b.)	13,705	625	std.	210	780
K-1500 Fleetside W/T (131.5-inch w.b.)	12,470	625	std.	332	780
K-1500 Extended Cab Fleetside (155.5-inch w.b.)	14,654	625	std.	210	780
K-2500 Extended Cab Fleet (141.5-inch w.b.)	14,933	625	std.	210	780
K-2500 Fleetside (131.5-inch w.b.)	13,905	625	std.	210	780
K-2500 Extended Cab Fleetside (155.5-inch w.b.)	15,213	625	std.	210	780
K-3500 Fleetside (131.5-inch w.b.)	16,033	625	std.	210	780
K-3500 Extended Cab Fleetside (155.5-inch w.b.)	17,058	625	std.	210	780
R-V pickup (2wd; 164.5-inch w.b.) R-3500 Bonus Cab	15,383	660	std.	131	820
R-3500 Crew Cab	15,913	660	std.	131	820
R-V pickup (4wd) (164.5-inch w.b.) V-3500 Bonus Cab	18,093	660	std.	131	820
V-3500 Crew Cab	18,623	660	std.	131	820
DODGE Ram 50 pickup (2wd) Base model (105-inch w.b.)	7,787	684	*	*	713
Ram 50 SE (105-inch w.b.)	8,530	684	*	*	713
Base model (116-inch w.b.)	8,320	684	*	*	713
Sports Cab (116-inch w.b.)	8,826	684	*	*	713
Ram 50 LE (116-inch w.b.)	10,890	684	std.	*	713
*Part of an option package. Not priced separately.					
Power Ram 50 pickup (4wd) Base model (105-inch w.b.)	10,577	690	std.	*	713
Ram 50 SE (105.1-inch w.b.)	12,385	690	std.	*	713
Base model (116.1-inch w.b.)	12,123	690	std.	*	713
Ram 50 SE (116.1-inch w.b.)	13,058	690	std.	*	713
Ram 50 LE (116.1-inch w.b.)	14,473	690	std.	*	713
*Part of an option package. Not priced separately.					
Dakota pickup (2wd) Base model (111.9-inch w.b.)	9,700	860	275	std.	781
Base model (123.9-inch w.b.)	9,845	860	275	std.	781
Sport model (111.9-inch w.b.)	12,225	860	std.	201	781
Dakota pickup (4wd) Base model (111.9-inch w.b.)	12,795	N.A.	std.	std.	781
Base model (123.9-inch w.b.)	12,995	N.A.	std.	std.	781
Sport model (111.9-inch w.b.)	14,595	860	std.	201	781
Dakota S pickup (2wd) Base model (111.9-inch w.b.)	7,995	N.A.	275	239	781
Dakota Convertible pickup (2wd) Base model (111.9-inch w.b.)	13,345	860	std.	std.	781
Sport model (111.9-inch w.b.)	15,500	860	std.	std.	781
Dakota Convertible pickup (4wd) Sport model (111.9-inch w.b.)	17,700	860	std.	std.	781
Dakota Club Cab pickup (2wd) Base model (130.9-inch w.b.)	10,725	860	275	std.	781
Sport model (130.9-inch w.b.)	13,300	860	std.	std.	781
Ram pickup (2wd) D-150 S (115-inch w.b.)	10,450	625	std.	239	781
D-150 S (131-inch w.b.)	10,650	625	std.	239	781
D-150 (115-inch w.b.)	11,425	625	std.	std.	781
D-150 (131-inch w.b.)	11,625	625	std.	std.	781
D-250 (131-inch w.b.)	12,400	625	std.	std.	781
D-350 (131-inch w.b.)	13,850	625	std.	std.	781
Ram pickup (4wd) W-150 S (115-inch w.b.)	12,425	860	std.	239	781
W-150 S (131-inch w.b.)	12,625	860	std.	239	781
W-150 (115-inch w.b.)	13,725	860	std.	std.	781
W-150 (131-inch w.b.)	13,925	860	std.	std.	781
W-250 (131-inch w.b.)	14,675	860	std.	std.	781
W-350 (131-inch w.b.)	15,800	860	std.	std.	781
Ram Club Cab pickup (2wd) D-150 (133-inch w.b.)	13,375	860	std.	std.	781
D-150 (149-inch w.b.)	13,575	860	std.	std.	781
D-250 (149-inch w.b.)	14,900	860	std.	std.	781
Ram Club Cab pickup (4wd) W-150 (149-inch w.b.)	16,075	860	std.	std.	781
W-250 (149-inch w.b.)	16,525	860	std.	std.	781
FORD Ranger (2wd) S Styleside	7,856	896	274	93	690
Styleside (108-inch w.b.)	9,224	896	274	93	690
Styleside (114-inch w.b.)	9,387	896	274	93	690
Supercab Styleside (125-inch w.b.)	10,771	896	std.	93	690
Ranger (4wd) S Styleside	11,346	896	std.	93	690
Styleside (108-inch w.b.)	12,221	896	std.	93	690
Styleside (114-inch w.b.)	12,385	896	std.	93	690
Supercab Styleside (125-inch w.b.)	13,812	896	std.	93	690
F-150 (2wd) S Styleside (117-inch w.b.)	10,249	860	std.	96	806
S Styleside (133-inch w.b.)	10,465	860	std.	96	806
Styleside (117-inch w.b.)	11,211	860	std.	96	806
Styleside (133-inch w.b.)	11,435	860	std.	96	806
Supercab Styleside (139-inch w.b.)	12,561	860	std.	96	806
Supercab Styleside (155-inch w.b.)	12,785	860	std.	96	806
F-150 (4wd) Styleside (117-inch w.b.)	13,206	860	std.	96	806
Styleside (133-inch w.b.)	13,541	860	std.	96	806
Supercab Styleside (139-inch w.b.)	14,591	860	std.	96	806
Supercab Styleside (155-inch w.b.)	14,811	860	std.	96	806
F-250 — under 8,500 pounds GVW Styleside (2wd; 133-inch w.b.)	12,156	860	std.	96	806
Styleside (4wd; 133-inch w.b.)	13,807	860	std.	96	806
F-250 HD — over 8,500 pounds GVW Styleside (2wd; 133-inch w.b.)	12,605	687	std.	96	806
Styleside (4wd; 133-inch w.b.)	16,137	687	std.	96	806
Supercab Styleside (2wd; 155-inch w.b.)	14,959	687	std.	96	806
Supercab Styleside (4wd; 155-inch w.b.)	17,264	687	std.	96	806
F-350 Styleside (2wd; 133-inch w.b.; dual-rear-wheels)	14,647	687	std.	96	806
Styleside (4wd; 133-inch w.b.; single-rear-wheels)	17,138	687	std.	96	806
Crew Cab Styleside (2wd; 168-inch w.b.; single-rear-wheels)	16,464	687	std.	96	806
Crew Cab Styleside (2wd; 168-inch w.b.; dual-rear-wheels)	17,050	687	std.	96	806
Crew Cab Styleside (4wd; 168-inch w.b.; single-rear-wheels)	19,191	687	std.	96	806
Chassis Cab (2wd; 133-inch w.b.; single-rear-wheels)	12,403	687	std.	96	806
Chassis Cab (2wd; 137-inch w.b.; dual-rear-wheels)	13,032	687	std.	96	806
Chassis Cab (2wd; 161-inch w.b.; dual-rear-wheels)	13,184	687	std.	96	806
Chassis Cab (4wd; 133-inch w.b.; single-rear-wheels)	15,786	687	std.	96	806
Chassis Cab (4wd; 137-inch w.b.; dual-rear-wheels)	17,178	687	std.	96	806
Chassis Cab (4wd; 161-inch w.b.; dual-rear-wheels)	17,294	687	std.	96	806
Supercab Styleside (2wd; 155-inch w.b.; dual-rear-wheels)	16,470	687	std.	96	806
GMC Sonoma pickup (2wd)* Wideside Special (108.3-inch w.b.)	7,637	860	275	std.	755
Wideside (108.3-inch w.b.)	9,008	860	275	std.	755
Wideside (117.9-inch w.b.)	9,173	860	275	std.	755
Wideside Club Coupe (122.9-inch w.b.)	9,958	860	275	std.	755
*GMC Sonoma is a 1991 model.					
S-15 pickup (4wd) Wideside (108.3-inch w.b.)	12,223	860	std.	std.	755
Wideside (117.9-inch w.b.)	12,408	860	std.	std.	755
Wideside (122.9-inch w.b.)	13,008	860	std.	std.	755
Sierra pickup (2wd) C-1500 Sportside (117.5-inch w.b.)	11,347	625	std.	std.	780
C-1500 Wideside (117.5-inch w.b.)	11,022	625	std.	std.	780
C-1500 Wideside Club Coupe (141.5-inch w.b.)	11,932	625	std.	std.	780
C-1500 Wideside (131.5-inch w.b.)	11,302	625	std.	std.	780
C-1500 Wideside Special (131.5-inch w.b.)	9,895	625	std.	std.	780
C-1500 Wideside Club Coupe (155.5-inch w.b.)	12,212	625	std.	std.	780
C-2500 Wideside Club Coupe (141.5-inch w.b.)	12,997	625	std.	std.	780
C-2500 Wideside (131.5-inch w.b.)	11,927	625	std.	std.	780
C-2500 Wideside Club Coupe (155.5-inch w.b.)	13,277	625	std.	std.	780
C-2500 Heavy duty Wideside (131.5-inch w.b.)	12,550	625	std.	std.	780
C-2500 Heavy-duty Wideside Club Coupe (155.5-inch w.b.)	13,565	625	std.	std.	780
C-3500 Wideside (131.5-inch w.b.)	13,488	625	std.	std.	780
C-3500 Wideside Club Coupe (155.5-inch w.b.)	14,508	625	std.	std.	780
Sierra pickup (4wd) K-1500 Sportside (117.5-inch w.b.)	13,472	625	std.	std.	780
K-1500 Wideside (117.5-inch w.b.)	13,152	625	std.	std.	780
K-1500 Wideside Club Coupe (141.5-inch w.b.)	14,101	625	std.	std.	780
K-1500 Wideside (131.5-inch w.b.)	13,427	625	std.	std.	780
K-1500 Wideside Special (131.5-inch w.b.)	11,920	625	std.	std.	780
K-1500 Wideside Club Coupe (155.5-inch w.b.)	14,376	625	std.	std.	780
K-2500 Wideside Club Coupe (141.5-inch w.b.)	14,655	625	std.	std.	780

PRICES

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
K-2500 Wideside (131.5-inch w.b.)	13,627	625	std.	std.	780
K-2500 Wideside Club Coupe (155.5-inch w.b.)	14,935	625	std.	std.	780
K-2500 Heavy-duty Wideside (131.5-inch w.b.)	14,750	625	std.	std.	780
K-2500 Heavy-duty Wideside Club Coupe (155.5-inch w.b.)	15,780	625	std.	std.	780
K-3500 Wideside (131.5-inch w.b.)	15,693	625	std.	std.	780
K-3500 Wideside Club Coupe (155.5-inch w.b.)	16,718	625	std.	std.	780
RV pickup (2wd; 164.5-inch w.b.) Bonus Cab	14,964	660	std.	std.	820
Crew Cab	15,494	660	std.	std.	820
RV Pickup (4wd; 164.5-inch w.b.) Bonus Cab	17,674	660	std.	std.	820
Crew Cab	18,204	660	std.	std.	820
ISUZU Half-ton (2wd) S Standard bed, 2.3 liter	7,779	N.A.	275	210	725
XS Standard bed, 2.3 liter	8,529	N.A.	275	std.	725
S Long bed, 2.3-liter	8,609	N.A.	275	210	725
S Standard bed, 2.6-liter	8,409	820	275	210	725
LS Standard bed, 2.6-liter	10,829	820	std.	std.	725
S Long bed, 2.6-liter	9,829	std.	275	210	725
S Spacecab, 2.6-liter	9,689	N.A.	std.	210	725
XS Spacecab, 2.6-liter	10,529	N.A.	std.	std.	725
LS Spacecab, 2.6-liter	12,059	820	std.	std.	725
One-ton (2wd) S Long bed, 2.6-liter	9,809	N.A.	std.	210	725
Half-ton (4wd) S Standard bed, 2.6-liter	10,999	N.A.	std.	210	725
XS Standard bed, 2.6-liter	12,109	N.A.	std.	std.	725
LS Standard bed, 2.6-liter	13,549	N.A.	std.	std.	725
LS Spacecab, 2.6-liter	14,679	N.A.	std.	std.	725
Isuzu pickup trucks are U.S.-built					
JEEP Comanche (2wd) pickup, short bed	8,095	982	290	306	820
Pickup, long bed	8,975	785*	290	306	820
Comanche (4wd) pickup, short bed	11,245	982*	290	306	820
Pickup, long bed	11,945	785*	std.	306	820
*—Automatic transmission is available only with 4.0-liter V-6.					
MAZDA B-2200 (2wd) Standard Short bed	7,949	650	275	295	765
Standard Cab Plus	9,349	650	275	315	765
B-2600i (2wd) Standard Short Bed	8,699	650	275	295	765
Standard Cab Plus	10,099	650	std.	315	765
B-2600i (4wd) Standard Short Bed	10,819	750	std.	295	765
Standard Cab Plus	12,579	750	std.	315	765
MITSUBISHI Pickup (2wd) Mighty Max	7,689	840	290	297	693
Mighty Max Macrocab	8,919	650	290	297	693
One-ton (2wd) Mighty Max	8,979	N.A.	std.	297	693
Pickup (4wd) Mighty Max V-6	11,459	N.A.	std.	297	693
NISSAN Hardbody Regular Cab (2wd) Standard	8,149	900*	315*	**	825
Hardbody V-6	9,524	980*	std.	**	825
King Cab (2wd) Standard	9,749	585*	std.	**	825
Hardbody SE V-6	12,599	980*	std.	std.	825
Hardbody Regular Cab (4wd) Standard	10,574	N.A.	std.	**	825
Hardbody V-6	12,574	1,030	std.	**	825
King Cab (4wd) Standard	12,599	N.A.	std.	**	825
Hardbody SE V-6	14,749	1,030	std.	std.	825
*—Automatic transmission price includes power steering. **—Part of an option package. Not priced separately. Nissan pickup trucks are built in the United States and imported from Japan.					
TOYOTA Pickups (2wd) Short bed	7,998	N.A.	280	210	*
Deluxe short bed	8,588	830	280	210	*
Deluxe long bed	9,118	830	280	210	*
SR5 long bed	9,968	670	280	210	*
Xtracab Deluxe short bed	9,758	900	280	210	*
Xtracab SR5 short bed	10,988	680	280	210	*
Deluxe V6 long bed	10,398	850	std.	210	*
Xtracab Deluxe V6 short bed	11,038	850	std.	210	*
Xtracab SR5 V6 short bed	12,978	850	std.	std.	*
Deluxe V6 One-ton (2wd)	11,038	850	std.	210	*
Pickups (4wd) Deluxe short bed	11,318	850	280	210	*
SR5 short bed	12,218	N.A.	280	210	*
Deluxe long bed	11,928	860	280	210	*
Xtracab Deluxe short bed	12,568	860	280	210	*
Xtracab SR5 short bed	13,528	850	280	210	*
Deluxe V6 short bed	12,458	N.A.	std.	210	*
SR5 V6 short bed	14,438	N.A.	std.	std.	*
Deluxe V6 long bed	13,018	1,240	std.	210	*
Xtracab Deluxe V6 short bed	13,658	1,240	std.	210	*
Xtracab SR5 V6 short bed	15,608	1,230	std.	std.	*
*—Air conditioning is port-installed. Toyota does not quote a price.					

Retail prices, 1990 sport-utilities, domestic and import

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHEVROLET S-10 Blazer (2wd)* Tailgate (2-dr., 100.5-inch w.b.)	$12,966	$860	std.	$131	$755
Tailgate (4-dr., 107-inch w.b.)	15,272	860	std.	131	755
S-10 Blazer (4wd)* Tailgate (2-dr., 100.5-inch w.b.)	14,631	860	std.	131	755
Tailgate (4-dr., 107-inch w.b.)	16,905	860	std.	131	755
*Chevrolet S-10 Blazer is a 1991 model.					
V Blazer (4wd) Utility (106.5-inch w.b.)	16,485	860	std.	131	820
RV Suburban (129.5-inch w.b.) R-1500 Panel doors (2wd)	15,615	std.	std.	131	820
R-1500 Tailgate (2wd)	15,765	std.	std.	131	820
V-1500 Panel doors (4wd)	16,645	860*	std.	131	820
V-1500 Tailgate (4wd)	16,795	860*	std.	131	820
R-2500 Panel doors (2wd)	16,238	625*	std.	131	820
R-2500 Tailgate (2wd)	16,383	625*	std.	131	820
V-2500 Panel doors (4wd)	18,083	625*	std.	131	820
V-2500 Tailgate (4wd)	18,233	625*	std.	131	820
*Automatic transmission is standard with diesel equipment.					
Geo Tracker 2-dr.	11,035	565	275	$302	695
LSi 2-dr.	12,245	565	275	std.	695
2-dr. Convertible	10,725	565	275	302	695
LSi 2-dr. Convertible	11,795	565	275	std.	695
Geo Tracker models are built in Canada.					
DAIHATSU Rocky SE soft top	10,897	N.A.	280	210	785
SX soft top	11,597	N.A.	280	210	785
SE hard top	11,697	N.A.	280	210	785
SX hard top	12,497	N.A.	280	210	785
DODGE Ramcharger (106-inch w.b.) AD-150 S (2wd)	14,275	std.	std.	std.	820
AD-150 (2wd)	16,375	std.	std.	std.	820
AW-150 S (4wd)	15,575	860	std.	239	820
AW-150 (4wd)	17,150	860	std.	std.	820
FORD Explorer* XL 2-dr. (2wd)	14,265	860	std.	std.	755
Sport 2-dr. (2wd)	15,214	860	std.	std.	755
Eddie Bauer 2-dr. (2wd)	18,149	860	std.	std.	755
XL 2-dr. (4wd)	15,989	860	std.	std.	755
Sport 2-dr. (4wd)	16,879	860	std.	std.	755
Eddie Bauer 2-dr. (4wd)	19,813	860	std.	std.	755
XL 4-dr. (2wd)	15,114	860	std.	std.	755
XLT 4-dr. (2wd)	17,385	860	std.	std.	755
Eddie Bauer 4-dr. (2wd)	20,096	860	std.	std.	755
XL 4-dr. (4wd)	16,838	860	std.	std.	755
XLT 4-dr. (4wd)	19,050	860	std.	std.	755
Eddie Bauer 4-dr. (4wd)	21,760	860	std.	std.	755
Bronco II (94-inch w.b.) 4-passenger (2wd)	13,001	957	std.	std.	768
4-passenger (4wd)	14,704	957	std.	std.	768
Bronco (105-inch w.b.) 5-passenger (4wd)	16,795	860	std.	std.	824
*Ford Explorer is a 1991 model					
GMC Jimmy (1990 model; 100.5-inch w.b.) Tailgate (2-dr., 2wd)	12,698	860	std.	std.	755
Tailgate (2-dr., 4wd)	14,363	860	std.	std.	755
Jimmy (1991 model; 100.5-inch w.b.) Tailgate (2-dr.; 2wd)	12,714	860	std.	std.	699
Tailgate (2-dr.; 4wd)	14,400	860	std.	std.	699
Jimmy (1991 model; 107-inch w.b.) Tailgate (4-dr.; 2wd)	14,783	860	std.	std.	699
Tailgate (4-dr.; 4wd)	16,846	860	std.	std.	699
V Jimmy (106.5-inch w.b.)	15,997	860	std.	131	820
Suburban (2wd; 129.5-inch w.b.) R-1500 Panel doors	15,198	std.	std.	std.	820
R-1500 Tailgate	15,348	std.	std.	std.	820
R-2500 Panel doors	15,821	625	std.	std.	820
R-2500 Tailgate	15,966	625	std.	std.	820
Suburban (4wd; 129.5-inch w.b.) V-1500 Panel doors	16,228	860	std.	std.	820
V-1500 Tailgate	16,378	860	std.	std.	820
V-2500 Panel doors	17,666	625	std.	std.	820
V-2500 Tailgate	17,816	625	std.	std.	820
ISUZU Trooper RS 2-dr.	15,349	1,000	std.	std.	850
S 4-dr.	13,499	N.A.*	std.	210	850
XS 4-dr.	14,799	1,100	std.	std.	850
LS 4-dr.	16,899	1,100	std.	std.	850
*Automatic transmission is available only with the optional 2.8-liter V-6 engine.					
Amigo S (2wd)	9,459	N.A.	325	210	750
XS (2wd)	10,779	N.A.	325	210	750
S (4wd)	12,259	N.A.	325	210	750
XS (4wd)	13,499	N.A.	325	210	750
JEEP Wrangler S 2-dr. (4wd)	9,393	N.A.	294	265	N.A.
Wrangler 2-dr. (4wd)	11,599	562	294	std.	861
Cherokee 2-dr. wagon (2wd)	13,295	860	std.	std.	820
Cherokee 4-dr. wagon (2wd)	14,145	860	std.	std.	820
Cherokee 2-dr. wagon (4wd)	14,695	860	std.	std.	820
Cherokee 4-dr. wagon (4wd)	15,545	860	std.	std.	820
Cherokee Limited 2-dr. wagon (4wd)	24,650	std.	std.	std.	std.
Cherokee Limited 4-dr. wagon (4wd)	25,775	std.	std.	std.	std.
Wagoneer Limited 4-dr. wagon (4wd)	24,795	std.	std.	std.	std.
Grand Wagoneer 4-dr. wagon (4wd)	27,795	std.	std.	std.	std.
LAFORZA 4-dr. wagon	43,850	std.	std.	std.	std.
LAMBORGHINI LM002	145,500	N.A.	std.	std.	std.
MITSUBISHI Montero SP 2-dr.	13,949	770	std.	327	810
Sport V6 2-dr.	15,409	std.	std.	std.	810
V6 4-dr.	15,519	870	std.	506*	810
RS V6 4-dr.	18,139	820	std.	std.	810
LS V6 4-dr.	19,499	std.	std.	std.	810
*Radio price on Montero V6 4-dr. includes cassette player and four speakers.					
NISSAN Pathfinder XE 4-dr. (2wd)	15,720	1,155*	std.	std.	825
XE 4-dr. (4wd)	17,296	1,155*	std.	std.	825
SE 4-dr. (4wd)	20,149	930	std.	std.	std.
SE 2-dr. (4wd)	21,814	930	std.	std.	std.
*—Automatic transmission price includes cruise control and variable intermittent wipers.					
RANGE ROVER 4-dr. wagon	38,025	std.	std.	std.	std.
County 4-dr. wagon	43,100	std.	std.	std.	std.
SUZUKI Samurai JL soft top (2-dr.; 4wd)	7,999	N.A.	N.A.	$340	$695
Sidekick JS soft top (2-dr.; 2wd)	9,999	N.A.	N.A.	340	679
JX soft top (2-dr.; 4wd)	10,799	800	N.A.	std.	679

PRICES

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
JX hard top (2-dr.; 4wd)	11,099	600	N.A.	std.	679
JLX soft top (2-dr.; 4wd)	12,299	N.A.	N.A.	std.	679
JLX hard top (2-dr.; 4wd)	12,499	N.A.	N.A.	std.	679
Suzuki Sidekick models are built in Canada and imported from Japan.					
TOYOTA Land Cruiser*	21,998	std.	std.	std.	890
4Runner SR5 (2-dr.; 4wd)	16,718	850	280	210	N.A.
SR5 V6 (2-dr.; 4wd)	18,788	1,230	std.	std.	N.A.
SR5 (4-dr.)	15,498	std.	280	210	795
SR5 V6 (4-dr.)	17,598	std.	std.	std.	795
SR5 (4-dr.; 4wd)	16,218	850	280	210	795
SR5 V6 (4-dr.; 4wd)	18,288	1,230	std.	std.	795

*Toyota Land Cruiser is a 1991 model.

Retail prices, 1990 vans, domestic and import

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond. (Front)	Air Cond. (Front and Rear)
CHEVROLET Lumina APV passenger van	$13,995	std.	std.	std.	$805	N.A.
Lumina APV CL passenger van	15,745	std.	std.	std.	std.	N.A.
APV Cargo Van	12,895	std.	std.	std.	805	N.A.
Astro Cargo van (2wd)	12,095	std.	std.	96	820	N.A.
Extended Astro cargo van (2wd)	13,397	std.	std.	96	820	N.A.
Astro Cargo van (4wd)	14,950	std.	std.	96	820	N.A.
Extended Astro Cargo van (4wd)	15,612	std.	std.	96	820	N.A.
Astro passenger van (2wd) Astro CS	13,790	std.	std.	151	820	$1,343
Astro CL	14,830	std.	std.	151	820	1,343
Astro LT	16,325	std.	std.	151	820	1,343
Extended Astro CS	14,492	std.	std.	151	820	1,343
Extended Astro CL	15,532	std.	std.	151	820	1,343
Extended Astro LT	17,027	std.	std.	151	820	1,343
Astro passenger van (4wd) Astro CS	15,765	std.	std.	151	820	1,343
Astro CL	16,805	std.	std.	151	820	1,343
Astro LT	18,300	std.	std.	151	820	1,343
Extended Astro CS	16,427	std.	std.	151	820	1,343
Extended Astro CL	17,467	std.	std.	151	820	1,343
Extended Astro LT	18,962	std.	std.	151	820	1,343
Chevy van G-10 (110-inch w.b.)	12,650	std.	std.	86	950	1,549
G-10 (125-inch w.b.)	12,920	std.	std.	86	950	1,549
G-20 (110-inch w.b.)	12,820	std.	std.	86	950	1,549
G-20 (125-inch w.b.)	13,100	std.	std.	86	950	1,549
G-30 (125-inch w.b.)	13,367	std.	std.	86	950	1,549
G-30 Heavy-duty (125-inch w.b.)	14,425	std.	std.	86	950	1,549
G-30 Heavy-duty (146-inch w.b.)	15,439	std.	std.	86	950	1,549
Sportvan G-10 Sportvan (110-inch w.b.)	14,565	std.	std.	86	950	1,549
G-10 Sportvan (125-inch w.b.)	15,470	std.	std.	86	950	1,549
G-10 Beauville (125-inch w.b.)	16,320	std.	std.	106*	950	1,549
G-20 Sportvan (125-inch w.b.)	15,615	std.	std.	86	950	1,549
G-20 Beauville (125-inch w.b.)	16,460	std.	std.	106*	950	1,549
G-30 Sportvan (125-inch w.b.)	17,592	std.	std.	86	950	1,549
G-30 Beauville (125-inch w.b.)	18,437	std.	std.	106*	950	1,549
G-30 Heavy-duty Sportvan (125-inch w.b.)	16,860	std.	std.	86	950	1,549
G-30 Heavy-duty Beauville (125-inch w.b.)	17,690	std.	std.	106*	950	1,549
G-30 Heavy duty Sportvan (146-inch w.b.)	18,446	std.	std.	86	950	1,549
G-30 Heavy duty Beauville (146-inch w.b.)	19,226	std.	std.	106*	950	1,549
*Beauville AM/FM stereo includes dueal rear speakers.						
CHRYSLER Town & Country	23,500	std.	std.	std.	std.	560
DODGE Caravan C/V (112-inch w.b.)	11,215	565	std.	std.	840	N.A.
Caravan C/V (119-inch w.b.)	13,450	std.	std.	std.	840	N.A.
Ram van B-150 (109.6-inch w.b.)	12,345	std.	std.	std.	951	N.A.
B-150 (127.6-inch w.b.)	13,025	std.	std.	std.	951	N.A.
B-250 (109.6-inch w.b.)	12,575	std.	std.	std.	951	N.A.
B-250 (127.6-inch w.b.)	13,225	std.	std.	std.	951	N.A.
B-250 Maxivan (127.6-inch w.b.)	14,145	std.	std.	std.	951	N.A.
B-350 (127.6-inch w.b.)	14,325	std.	std.	std.	951	N.A.
B-350 Maxivan (127.6-inch w.b.)	15,225	std.	std.	std.	951	N.A.
Ram wagon B-150 (109.6-inch w.b..)	14,145	std.	std.	std.	951	1,550*
B-150 (127.6-inch w.b.)	14,945	std.	std.	std.	951	1,550*
B-250 (127.6-inch w.b.)	15,545	std.	std.	std.	951	1,550*
B-250 Maxiwagon (127.6-inch w.b.)	16,745	std.	std.	std.	951	1,550*
B-350 (127.6-inch w.b.)	16,675	std.	std.	std.	951	1,550*
B-350 Maxiwagon (127.6-inch w.b.)	17,875	std.	std.	std.	951	1,550*
*V-8 models only. Includes auxiliary heater.						
Dodge Caravan	11,995	565	std.	std.	840	N.A.
Caravan SE	12,675	565	std.	std.	840	N.A.
Caravan LE	16,125	565	std.	std.	std.	N.A.
Caravan ES Turbo	17,350	565	std.	std.	std.	N.A.
Grand Caravan SE	15,395	std.	std.	std.	840	1,400
Grand Caravan LE	18,325	std.	std.	std.	std.	560
FORD Aerostar wagon (2wd; standard length)	12,267	668	std.	211	846	1,422
Aerostar wagon (2wd; extended length)	13,165	668	std.	211	846	1,422
Aerostar wagon (4wd; standard length)	14,511	std.	std.	211	846	1,422
Aerostar wagon (4wd; extended length)	15,408	std.	std.	211	846	1,422
Aerostar Cargo van (2wd; standard length)	11,841	668	std.	221	885	N.A.
Aerostar Cargo van (2wd; extended length)	12,588	668	std.	221	885	N.A.
Aerostar Cargo van (4wd; standard length)	14,085	std.	std.	211	885	N.A.
Aerostar Cargo van (4wd; extended length)	14,832	std.	std.	211	885	N.A.
Aerostar Window van (2wd; standard length)	12,225	668	std.	221	885	N.A.
Aerostar Window van (2wd; extended length)	12,972	668	std.	221	885	N.A.
Aerostar Window van (4wd; standard length)	14,468	std.	std.	211	885	N.A.
Aerostar Window van (4wd; extended length)	15,215	std.	std.	211	885	N.A.
Club Wagon E-150 (138-inch w.b.)	16,596	std.	std.	146	973	1,677
E-250 (138-inch w.b.)	17,120	std.	std.	146	973	1,677
E-350 (138-inch w.b.)	18,431	std.	std.	146	973	1,677
Econoline E-150 Cargo van (124-inch w.b.)	12,740	std.	std.	113	973	1,677
E-150 (138-inch w.b.)	13,010	std.	std.	113	973	1,677
E-150 Super Cargo van (138-inch w.b.)	13,920	std.	std.	113	973	1,677
E-250 Cargo van (138-inch w.b.)	13,299	std.	std.	113	973	1,677
E-250 Super Cargo van (138-inch w.b.)	14,058	std.	std.	113	973	1,677
E-350 Cargo van (138-inch w.b.)	14,111	std.	std.	113	973	1,677
E-350 Super Cargo van (138-inch w.b.)	15,229	std.	std.	113	973	1,677
GMC Safari (2wd) Cargo van	11,657	std.	std.	std.	820	N.A.
SLX (passenger)	13,503	std.	std.	std.	820	1,343
SLE (passenger)	14,543	std.	std.	std.	820	1,343
SLT (passenger)	16,038	std.	std.	std.	820	1,343
Extended Cargo van	12,959	std.	std.	std.	820	N.A.
Extended SLX (passenger)	14,205	std.	std.	std.	820	1,343
Extended SLE (passenger)	15,215	std.	std.	std.	820	1,343
Extended SLT (passenger)	16,740	std.	std.	std.	820	1,343
Safari (4wd) Cargo van	14,512	std.	std.	std.	820	N.A.
SLX (passenger)	15,478	std.	std.	std.	820	1,343
SLE (passenger)	16,518	std.	std.	std.	820	1,343
SLT (passenger)	18,013	std.	std.	std.	820	1,343
Extended Cargo van	15,174	std.	std.	std.	820	N.A.
Extended SLX (passenger)	16,140	std.	std.	std.	820	1,343
Extended SLE (passenger)	17,180	std.	std.	std.	820	1,343
Extended SLT (passenger)	18,675	std.	std.	std.	820	1,343
Vandura G-1500 Vandura (110-inch w.b.)	12,162	std.	std.	86	950	1,549
G-1500 (125-inch w.b.)	12,432	std.	std.	86	950	1,549
G-2500 (110-inch w.b.)	12,332	std.	std.	86	950	1,549
G-2500 (125-inch w.b.)	12,612	std.	std.	86	950	1,549
G-3500 (125-inch w.b.)	12,817	std.	std.	86	950	1,549
G-3500 Heavy-duty (125-inch w.b.)	13,875	std.	std.	86	950	1,549
G-3500 Heavy-duty Extended (146-inch w.b.)	14,889	std.	std.	86	950	1,549
Rally G-1500 Rally (110-inch w.b.)	14,163	std.	std.	std.	950	1,549
G-1500 Rally (125-inch w.b.)	15,068	std.	std.	std.	950	1,549
G-1500 STX (125-inch w.b.)	15,938	std.	std.	std.	950	1,549
G-2500 Rally (125-inch w.b.)	15,213	std.	std.	std.	950	1,549
G-2500 STX (125-inch w.b.)	16,078	std.	std.	std.	950	1,549
G-3500 Rally (125-inch w.b.)	17,128	std.	std.	std.	950	1,549
G-3500 STX (125-inch w.b.)	17,993	std.	std.	std.	950	1,549
G-3500 Heavy-duty Rally (125-inch w.b.)	16,396	std.	std.	std.	950	1,549
G-3500 Heavy-duty STX (125-inch w.b.)	17,246	std.	std.	std.	950	1,549
G-3500 Heavy-duty Extended Rally (146-inch w.b.)	17,982	std.	std.	std.	950	1,549
G-3500 Heavy-duty Extended STX (146-inch w.b.)	18,782	std.	std.	std.	950	1,549
MAZDA MPV 2-passenger Cargo van	11,699	700	std.	std.	849	N.A.
MPV 5-passenger wagon	13,699	700	std.	std.	849	N.A.
MPV 7-passenger wagon (2wd)	14,944	700	std.	std.	849	1,497*
MPV 7-passenger wagon (4wd)	18,894	500	std.	std.	849	1,497*
*With V-6 engine						
MITSUBISHI Cargo van	11,229	std.	268	453*	***	N.A.
Wagon	14,929	std.	268	511**	N.A.	1,426
LS Wagon	16,579	std.	std.	std.	N.A.	1,426
*Radio price on cargo van includes cassette player and two speakers. **Radio price on wagon includes cassette player and four speakers. ***Front air conditioning on cargo van is dealer installed. Mitsubishi does not quote a price.						
OLDSMOBILE Silhouette	17,195	std.	std.	std.	std.	N.A.
PLYMOUTH Voyager	11,995	565	std.	std.	840	N.A.
Voyager SE	12,675	565	std.	std.	840	N.A.
Voyager LE	16,125	565	std.	std.	std.	N.A.
Voyager LX Turbo	17,240	565	std.	std.	std.	N.A.
Grand Voyager SE	15,395	std.	std.	std.	840	1,400
Grand Voyager LE	18,325	std.	std.	std.	std.	560
PONTIAC Trans Sport	14,995	std.	std.	std.	805	N.A.
Trans Sport SE	18,125	std.	std.	std.	std.	N.A.
TOYOTA Previa* Deluxe	13,998	750	std.	330	N.A.	1,420
LE	18,698	std.	std.	std.	N.A.	std.
Deluxe (4wd)	16,608	840	std.	330	N.A.	1,420
LE (4wd)	21,308	std.	std.	std.	N.A.	std.
*Toyota Previa is a 1991 model.						
VOLKSWAGEN Vanagon (7-seater) Base model	14,080	515	std.	350	N.A.	1,030
Syncro	17,605	N.A.	std.	350	N.A.	1,030
GL	16,490	515	std.	350	N.A.	1,030
Carat	18,670	std.	std.	350	N.A.	1,030
Multi-van	20,430	515	std.	350	N.A.	1,030
Vanagon Camper GL	20,990	515	std.	350	N.A.	std.
GL Syncro	25,575	N.A.	std.	350	N.A.	std.

OPTIONS/EQUIPMENT

Safety, comfort and convenience were prime motivators behind the growth of factory-installed equipment in the 1989 model year.

Newer safety features attracted attention. Airbags went into nearly 7 percent of U.S.-built cars. Anti-lock braking systems gained nearly two percentage points.

Convenience equipment such as power seats and electronic instrument panels continued to gain favor, while power brakes and power steering have become virtually standard.

Air conditioning was installed in better than 88 percent of U.S.-built cars.

Factory-installed stereo sound systems continued to attract interest. Nearly 90 percent of U.S.-made cars were equipped with stereo AM/FM radios. More than 50 percent had stereo cassette decks.

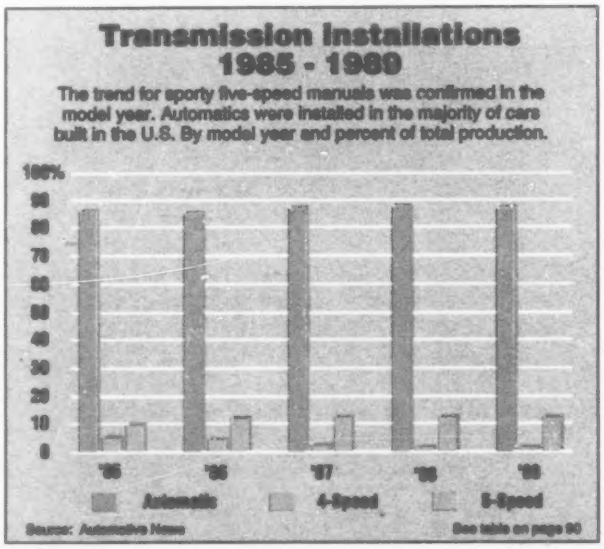
More cars were fitted with luxury leather seats. Convertible-styled roofs continued to gain popularity.

Among body styles, four-door sedans continued to dominate the market.

Interest in underhood power expanded. Although 4-cylinder engines went into nearly 44 percent of cars produced in the U.S., there were gains in the 6-cylinder segment and in turbocharged engines.

The majority of new-car buyers favored four-speed automatic transmissions, although sporty five-speeds retained a small but faithful following.

For the second year, the Automotive News Market Data Book includes statistics on imported cars sold in the United States. Installation rates for imports begin on page 101.

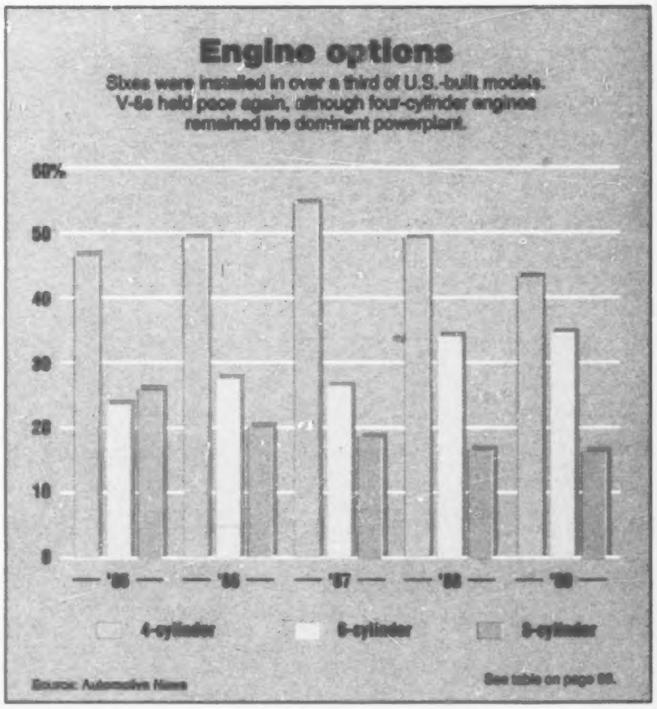


Transmission installations 1985 - 1989

The trend for sporty five-speed manuals was confirmed in the model year. Automatics were installed in the majority of cars built in the U.S. By model year and percent of total production.

Source: Automotive News

See table on page 90

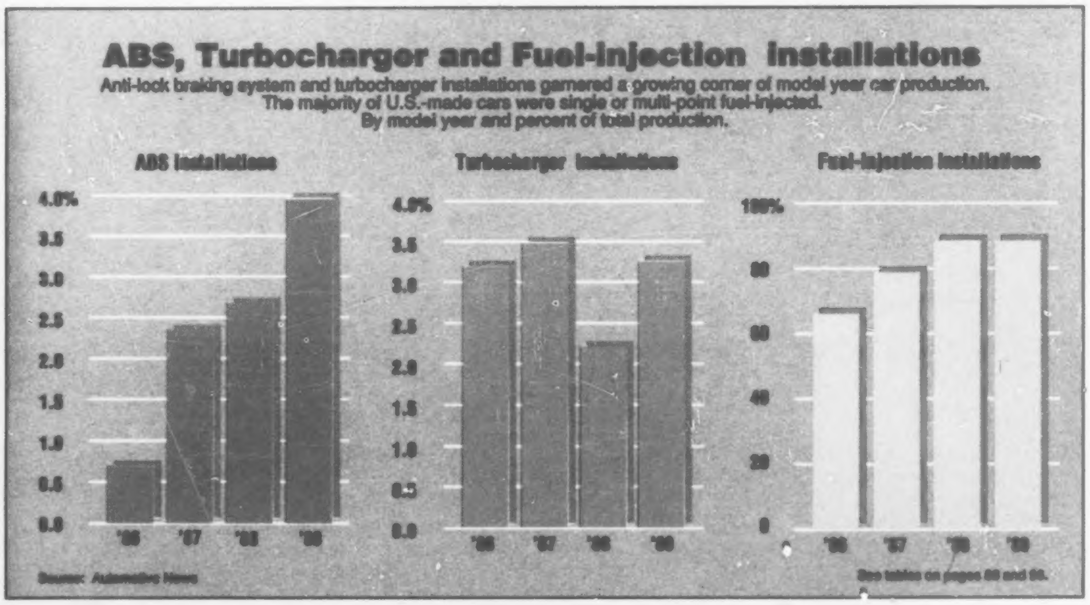


Engine options

Sixes were installed in over a third of U.S.-built models. V-6s held pace again, although four-cylinder engines remained the dominant powerplant.

Source: Automotive News

See table on page 88.

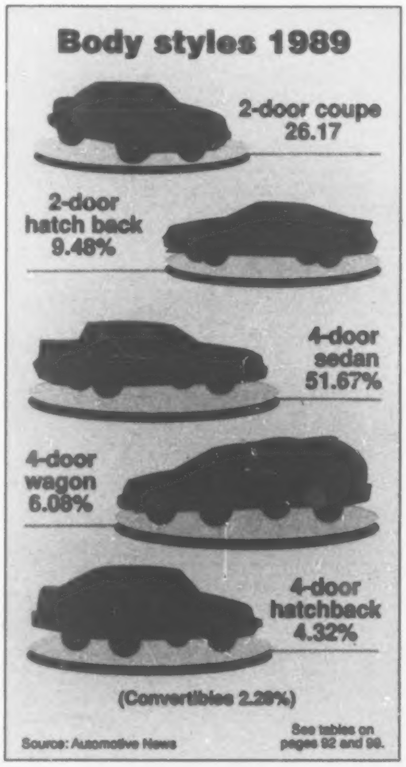


ABS, Turbocharger and Fuel-injection installations

Anti-lock braking system and turbocharger installations garnered a growing corner of model year car production. The majority of U.S.-made cars were single or multi-point fuel-injected. By model year and percent of total production.

Source: Automotive News

See tables on pages 88 and 98.

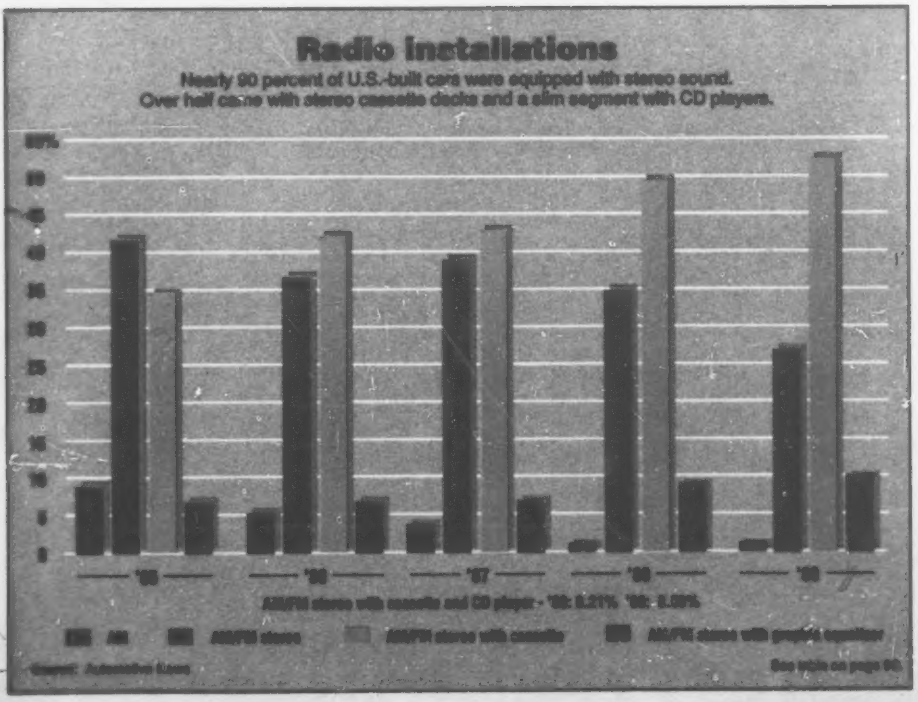


Body styles 1989

(Convertibles 2.28%)

Source: Automotive News

See tables on pages 92 and 99.



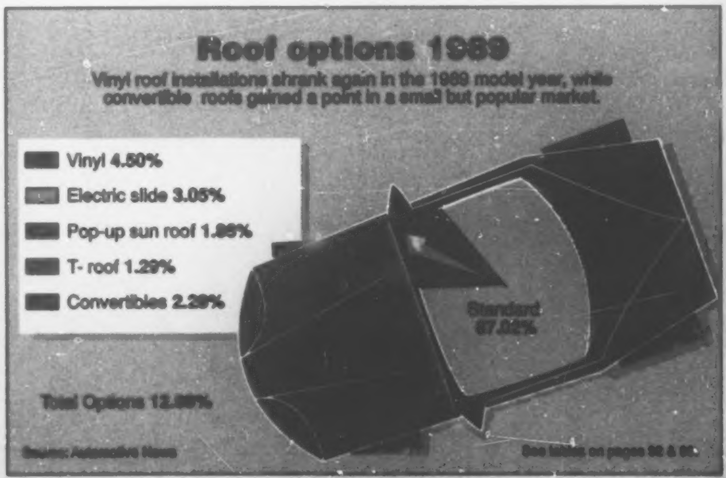
Radio installations

Nearly 90 percent of U.S.-built cars were equipped with stereo sound. Over half came with stereo cassette decks and a slim segment with CD players.

AM/FM stereo with cassette and CD player - '88: 2.21% '89: 3.08%

Source: Automotive News

See table on page 90.



Roof options 1989

Vinyl roof installations shrank again in the 1989 model year, while convertible roofs gained a point in a small but popular market.

Source: Automotive News

See tables on pages 92 & 96.

OPTIONS/EQUIPMENT

Engine options on 1989 U.S. models

Note: All numbers are based on 1989 model year production.

	V-8 Gasoline	Percent of Output	6-Cylinder Gasoline	Percent of Output	4-Cylinder Gasoline	Percent of Output	Multi-Valve Engine	Percent of Output	Turbo-charging	Percent of Output	Throttle Body Fuel Injection	Percent of Output	Port Fuel Injection	Percent of Output
CHRYSLER MOTORS	**267,249**	**27.45**	**30,696**	**3.15**	**609,799**	**62.63**	**0**	**0.00**	**197,997**	**20.33**	**419,361**	**43.07**	**319,155**	**32.78**
Total Plymouth	5,187	1.93	11,818	4.40	185,503	69.10	0	0.00	53,071	19.77	142,617	53.13	6,874	2.50
Horizon	0	0.00	0	0.00	45,341	100.00	0	0.00	0	0.00	45,341	100.00	0	0.00
Sundance	0	0.00	0	0.00	104,150	100.00	0	0.00	6,874	6.60	97,276	93.40	6,874	6.60
Reliant	0	0.00	0	0.00	36,012	100.00	0	0.00	36,012	100.00	0	0.00	0	0.00
Acclaim	0	0.00	11,818	15.20	0	0.00	0	0.00	10,186	13.10	0	0.00	0	0.00
Gran Fury	4,985	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Chrysler	117,915	52.62	0	0.00	106,182	47.38	0	0.00	46,361	20.69	59,821	26.69	146,822	65.52
LeBaron J	0	0.00	0	0.00	99,633	100.00	0	0.00	43,938	44.10	55,695	55.90	43,938	44.10
LeBaron GTS	0	0.00	0	0.00	6,549	100.00	0	0.00	2,423	37.00	4,126	63.00	2,423	37.00
New Yorker C-Class	100,461	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	100,461	100.00
Fifth Avenue	17,454	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Dodge	144,147	29.96	18,878	3.92	318,114	66.12	0	0.00	98,564	20.49	216,923	45.09	165,459	34.39
Omni	0	0.00	0	0.00	46,239	100.00	0	0.00	0	0.00	46,239	100.00	0	0.00
Daytona	0	0.00	0	0.00	80,878	100.00	0	0.00	80,878	100.00	10,595	13.10	4,287	5.30
Shadow	0	0.00	0	0.00	99,743	100.00	0	0.00	0	0.00	99,743	100.00	0	0.00
Aries	0	0.00	11,855	32.10	25,077	67.90	0	0.00	0	0.00	11,855	32.10	0	0.00
Dynasty	137,718	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	137,718	100.00
Lancer	0	0.00	0	0.00	5,019	100.00	0	0.00	1,255	25.00	3,764	75.00	0	0.00
Spirit	0	0.00	7,023	10.30	61,158	89.70	0	0.00	16,432	24.10	44,727	65.60	23,454	34.40
Diplomat	6,429	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.0
FORD MOTOR CO.	**265,802**	**15.23**	**761,944**	**43.64**	**705,092**	**40.39**	**0**	**0.00**	**49,754**	**2.85**	**0**	**0.00**	**1,724,870**	**98.8**
Total Ford Div.	107,611	8.71	476,200	38.56	638,162	51.67	0	0.00	44,791	3.63	0	0.00	1,214,005	98.0
Escort	0	0.00	0	0.00	363,122	100.00	0	0.00	0	0.00	0	0.00	363,122	100.0
Mustang	107,611	51.30	0	0.00	102,158	48.70	0	0.00	0	0.00	0	0.00	209,769	100.0
Tempo	0	0.00	0	0.00	151,934	100.00	0	0.00	0	0.00	0	0.00	151,934	100.0
Taurus	0	0.00	374,312	94.70	20,949	5.30	0	0.00	0	0.00	0	0.00	374,312	94.7
Thunderbird	0	0.00	101,888	88.70	0	0.00	0	0.00	12,980	11.30	0	0.00	114,868	100.0
Probe*	0	0.00	0	0.00	201,334	100.00	0	0.00	31,811	15.80	0	0.00	201,334	100.0
Total L-M Division	158,191	30.97	285,744	55.93	66,930	13.10	0	0.00	4,963	0.97	0	0.00	510,865	100.0
Total Mercury	0	0.00	227,969	77.30	66,930	22.70	0	0.00	4,963	1.68	0	0.00	294,899	100.00
Topaz	0	0.00	0	0.00	66,930	100.00	0	0.00	0	0.00	0	0.00	66,930	100.00
Cougar	0	0.00	97,312	100.00	0	0.00	0	0.00	4,963	5.10	0	0.00	97,312	100.00
Sable	0	0.00	130,657	100.00	0	0.00	0	0.00	0	0.00	0	0.00	130,657	100.00
Total Lincoln	158,191	73.25	57,775	26.75	0	0.00	0	0.00	0	0.00	0	0.00	215,966	100.00
Continental	0	0.00	57,775	100.00	0	0.00	0	0.00	0	0.00	0	0.00	57,775	100.00
Mark VII	29,658	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	29,658	100.00
Town Car	128,533	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	128,533	100.00
GENERAL MOTORS	**621,908**	**18.32**	**1,654,158**	**48.74**	**1,109,634**	**32.69**	**184,916**	**5.45**	**14,391**	**0.42**	**834,576**	**24.59**	**2,119,946**	**62.46**
Total Buick	7,743	1.53	399,514	78.83	99,530	19.64	17,354	3.42	0	0.00	82,176	16.22	416,868	82.26
Skyhawk	0	0.00	0	0.00	23,350	100.00	0	0.00	0	0.00	23,350	100.00	0	0.0
Skylark/Somerset	0	0.00	14,708	23.90	46,832	76.10	17,354	28.20	0	0.00	29,478	47.90	32,062	52.1
Century	0	0.00	123,470	80.80	29,339	19.20	0	0.00	0	0.00	29,339	19.20	123,470	80.8
Riviera	0	0.00	21,189	100.00	0	0.00	0	0.00	0	0.00	0	0.00	21,189	100.0
Electra	0	0.00	83,566	100.00	0	0.00	0	0.00	0	0.00	0	0.00	83,566	100.0
LeSabre (fwd)	0	0.00	149,572	100.00	0	0.00	0	0.00	0	0.00	0	0.00	149,572	100.0
LeSabre (rwd)	7,743	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.0
Reatta	0	0.00	7,009	100.00	0	0.00	0	0.00	0	0.00	0	0.00	7,009	100.0
Total Cadillac	276,330	100.00	0	0.00	0	0.00	0	0.00	3,298	1.19	40,260	14.57	236,070	85.4
Eldorado	30,925	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	30,925	100.0
Seville	22,909	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	22,909	100.00
Brougham (rwd)	40,260	100.00	0	0.00	0	0.00	0	0.00	0	0.00	40,260	100.00	0	0.00
Deville (fwd)	178,938	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	178,938	100.00
Allante	3,298	100.00	0	0.00	0	0.00	0	0.00	3,298	100.00	0	0.00	3,298	100.00
Total Chevrolet	285,933	22.42	505,234	39.61	476,799	37.38	0	0.00	0	0.00	365,572	28.66	883,619	69.28
Cavalier	0	0.00	92,650	24.60	276,443	73.40	0	0.00	0	0.00	0	0.00	376,626	100.00
Camaro	67,994	61.40	42,745	38.60	0	0.00	0	0.00	0	0.00	46,732	42.20	64,007	57.80
Celebrity	0	0.00	98,551	64.30	54,717	35.70	0	0.00	0	0.00	0	0.00	153,268	100.00
Corsica/Beretta	0	0.00	265,770	64.60	145,639	35.40	0	0.00	0	0.00	145,639	35.40	265,770	64.60
Caprice	191,527	97.20	5,517	2.80	0	0.00	0	0.00	0	0.00	173,202	87.90	23,842	12.10
Corvette	26,412	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	106	0.4
Total Oldsmobile	9,175	1.72	407,073	76.26	117,570	22.02	64,066	12.00	0	0.00	53,613	10.04	471,030	88.2
Calais	0	0.00	7,912	7.20	101,979	92.80	64,066	58.30	0	0.00	38,022	34.60	71,869	65.4
Cutlass Ciera	0	0.00	64,362	80.50	15,591	19.50	0	0.00	0	0.00	15,591	19.50	64,362	80.5
Cutlass Supreme	0	0.00	100,026	100.00	0	0.00	0	0.00	0	0.00	0	0.00	100,026	100.0
Toronado	0	0.00	9,877	100.00	0	0.00	0	0.00	0	0.00	0	0.00	9,877	100.0
Olds 88	8,686	5.70	143,373	94.30	0	0.00	0	0.00	0	0.00	0	0.00	143,373	94.3
Olds 98	0	0.00	73,103	100.00	0	0.00	0	0.00	0	0.00	0	0.00	73,103	100.0
Total Pontiac	42,727	5.33	342,337	42.71	415,735	51.86	103,496	12.91	11,093	1.38	292,954	36.55	112,359	14.0
Sunbird	0	0.00	0	0.00	139,644	100.00	0	0.00	5,167	3.70	134,477	96.30	5,167	3.7
Grand Am	0	0.00	0	0.00	246,418	100.00	103,496	42.00	3,450	1.40	139,226	56.50	107,192	43.50
Firebird	37,581	58.35	26,825	41.65	0	0.00	0	0.00	1,675	2.60	19,251	29.89	0	0.00
Grand Prix	0	0.00	135,946	99.41	0	0.00	0	0.00	801	0.59	0	0.00	0	0.00
Pontiac 6000	0	0.00	70,913	70.50	29,673	29.50	0	0.00	0	0.00	0	0.00	0	0.00
Bonneville	0	0.00	108,653	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Safari/Parisienne	5,146	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	**0**	**0.00**	**0**	**0.00**	**347,432**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**245,652**	**70.70**
Civic	0	0.00	0	0.00	116,113	100.00	0	0.00	0	0.00	0	0.00	116,113	100.00
Accord	0	0.00	0	0.00	231,319	100.00	0	0.00	0	0.00	0	0.00	129,539	56.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**0**	**0.00**	**115,044**	**100.00**	**115,044**	**100.00**	**0**	**0.00**	**115,044**	**100.00**	**0**	**0.0**
NUMMI	**0**	**0.00**	**0**	**0.00**	**69,950**	**45.70**	**83,130**	**54.30**	**0**	**0.00**	**0**	**0.00**	**0**	**0.0**
Corolla	0	0.00	0	0.00	69,950	100.00	0	0.00	0	0.00	0	0.00	0	0.0
Nova/Prizm	0	0.00	0	0.00	0	0.00	83,130	100.00	0	0.00	0	0.00	0	0.0
TOYOTA	**0**	**0.00**	**0**	**0.00**	**106,185**	**100.00**	**106,185**	**100.00**	**0**	**0.00**	**106,185**	**100.00**	**0**	**0.0**
Total Cars, U.S.	**1,154,959**	**16.34**	**2,446,798**	**34.62**	**[illegible]**	**43.30**	**489,275**	**6.97**	**230,331**	**3.26**	**1,475,766**	**20.92**	**4,409,622**	**62.**

*Probe numbers are included in Ford total. Probe is built at Mazda Flat Rock, Mich., plant. **Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Transmission options on 1989 U.S. models

	3-Speed Automatic	Percent of Output	4-Speed Automatic	Percent of Output	4-Speed Manual	Percent of Output	5-Speed Manual	Percent of Output	Four Wheel Drive	Percent of Output	Limited Slip Differential	Percent of Output
CHRYSLER MOTORS	875,324	89.90	0	0.00	0	0.00	91,049	9.35	0	0.00	0	0.00
Total Plymouth	244,668	91.14	0	0.00	0	0.00	23,572	8.78	0	0.00	0	0.00
Horizon	33,915	74.80	0	0.00	0	0.00	11,426	25.20	0	0.00	0	0.00
Sundance	93,423	89.70	0	0.00	0	0.00	10,727	10.30	0	0.00	0	0.00
Reliant	35,760	99.30	0	0.00	0	0.00	252	0.70	0	0.00	0	0.00
Acclaim	76,586	98.50	0	0.00	0	0.00	1,166	1.50	0	0.00	0	0.00
Gran Fury	4,985	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Chrysler	216,950	96.81	0	0.00	0	0.00	7,147	3.19	0	0.00	0	0.00
LeBaron J	92,958	93.30	0	0.00	0	0.00	6,675	6.70	0	0.00	0	0.00
LeBaron GTS	6,077	92.80	0	0.00	0	0.00	472	7.20	0	0.00	0	0.00
New Yorker C-Class	100,461	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	17,454	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Dodge	413,706	85.98	0	0.00	0	0.00	60,330	12.54	0	0.00	0	0.00
Omni	33,939	73.40	0	0.00	0	0.00	12,300	26.60	0	0.00	0	0.00
Daytona	52,005	64.30	0	0.00	0	0.00	28,793	35.60	0	0.00	0	0.00
Shadow	83,385	83.60	0	0.00	0	0.00	16,358	16.40	0	0.00	0	0.00
Aries	36,600	99.10	0	0.00	0	0.00	332	0.90	0	0.00	0	0.00
Dynasty	137,718	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Lancer	4,517	90.00	0	0.00	0	0.00	502	10.00	0	0.00	0	0.00
Spirit	59,113	86.70	0	0.00	0	0.00	2,045	3.00	0	0.00	0	0.00
Diplomat	6,429	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	400,062	22.92	1,155,544	66.19	32,318	1.85	359,229	20.58	10,012	0.57	107,611	6.16
Total Ford Div.	212,789	17.23	842,380	68.21	32,318	2.62	348,801	28.24	8,204	0.66	107,611	8.71
Escort	212,789	58.60	0	0.00	32,318	8.90	118,015	32.50	0	0.00	0	0.00
Mustang	0	0.00	109,080	52.00	0	0.00	100,689	48.00	0	0.00	107,611	51.30
Tempo	0	0.00	134,462	88.50	0	0.00	17,472	11.50	8,204	5.40	0	0.00
Taurus	0	0.00	378,660	95.80	0	0.00	16,601	4.20	0	0.00	0	0.00
Thunderbird	0	0.00	106,827	93.00	0	0.00	8,041	7.00	0	0.00	0	0.00
Probe*	0	0.00	113,351	56.30	0	0.00	87,983	43.70	0	0.00	0	0.00
Total L-M Division	187,273	36.66	313,164	61.30	0	0	10,429	2.04	1,807	0.35	0	0.00
Total Mercury	62,981	21.36	225,731	76.55	0	0.00	6,187	2.10	1,807	0.61	0	0.00
Topaz	62,981	94.10	0	0.00	0	0.00	3,949	5.90	1,807	2.70	0	0.00
Cougar	0	0.00	95,074	97.70	0	0.00	2,238	2.30	0	0.00	0	0.00
Sable	0	0.00	130,657	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Lincoln	124,291	57.55	87,433	40.48	0	0.00	4,242	1.96	0	0.00	0	0.00
Continental	0	0.00	57,775	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Mark VII	0	0.00	29,658	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Town Car	124,291	96.70	0	0.00	0	0.00	4,242	3.30	0	0.00	0	0.00
GENERAL MOTORS	1,474,712	43.45	1,721,493	50.72	0	0.00	197,828	5.83	0	0.00	102,275	3.01
Total Buick	166,034	32.76	339,982	67.09	0	0.00	771	0.15	0	0.00	0	0.00
Skyhawk	22,588	96.70	0	0.00	0	0.00	771	3.30	0	0.00	0	0.00
Skylark/Somerset	61,540	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Century	81,906	53.60	70,903	46.40	0	0.00	0	0.00	0	0.00	0	0.00
Riviera	0	0.00	21,189	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Electra	0	0.00	83,566	100.00	0	0.00	0	0.00	0	0.00	0	0.00
LeSabre (fwd)	0	0.00	149,572	100.00	0	0.00	0	0.00	0	0.00	0	0.00
LeSabre (rwd)	0	0.00	7,743	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Reatta	0	0.00	7,009	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Cadillac	0	0.00	276,330	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Eldorado	0	0.00	30,925	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Seville	0	0.00	22,909	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Brougham (rwd)	0	0.00	40,260	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Deville (fwd)	0	0.00	178,938	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Allante	0	0.00	3,298	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Chevrolet	771,715	60.50	371,984	29.16	0	0.00	131,799	10.33	0	0.00	81,545	6.39
Cavalier	312,600	83.00	0	0.00	0	0.00	64,026	17.00	0	0.00	0	0.00
Camaro	0	0.00	87,816	79.30	0	0.00	22,923	20.70	0	0.00	30,896	27.90
Celebrity	88,436	57.70	64,832	42.30	0	0.00	0	0.00	0	0.00	0	0.00
Corsica/Beretta	370,680	90.10	0	0.00	0	0.00	40,729	9.90	0	0.00	0	0.00
Caprice	0	0.00	197,044	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Corvette	0	0.00	22,292	84.40	0	0.00	4,120	15.60	0	0.00	26,412	100.00
Total Oldsmobile	137,787	25.81	388,668	72.81	0	0.00	7,363	1.38	0	0.00	107	0.02
Calais	102,528	93.30	0	0.00	0	0.00	7,363	6.70	0	0.00	0	0.00
Cutlass Ciera	35,259	44.10	44,694	55.90	0	0.00	0	0.00	0	0.00	0	0.00
Cutlass Supreme	0	0.00	100,026	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Toronado	0	0.00	9,877	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 88	0	0.00	160,968	100.00	0	0.00	0	0.00	0	0.00	107	[illegible]
Olds 98	0	0.00	73,103	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Pontiac	399,176	49.80	344,528	42.98	0	0.00	57,895	7.22	0	0.00	20,623	2.57
Sunbird	122,188	87.50	0	0.00	0	0.00	17,456	12.50	0	0.00	0	0.00
Grand Am	221,283	89.80	0	0.00	0	0.00	25,135	10.20	0	0.00	0	0.00
Firebird	0	0.00	55,911	86.81	0	0.00	8,495	13.19	0	0.00	20,623	32.02
Grand Prix	0	0.00	129,937	95.02	0	0.00	6,810	4.98	0	0.00	0	0.00
Pontiac 6000	55,705	55.38	44,881	44.62	0	0.00	0	0.00	0	0.00	0	0.00
Bonneville	0	0.00	108,653	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Safari/Parisienne	0	0.00	5,146	100.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	0	0.00	211,924	61.00	0	0.00	135,507	39.00	0	0.00	347,432	100.00
Civic	0	0.00	68,507	59.00	0	0.00	47,606	41.00	0	0.00	116,113	100.00
Accord	0	0.00	143,418	62.00	0	0.00	87,901	38.00	0	0.00	231,319	100.00
MAZDA**	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
NISSAN	54,356	46.00	0	0.00	32,104	27.00	[illegible]	27.00	0	0.00	0	0.00
NUMMI	131,700	86.03	0	0.00	0	0.00	21,381	13.97	0	0.00	0	0.00
Corolla	51,064	73.00	0	0.00	0	0.00	18,887	27.00	0	0.00	0	0.00
Nova/Prizm	80,636	97.00	0	0.00	0	0.00	2,494	3.00	0	0.00	0	0.00
TOYOTA	0	0.00	90,767	83.90	0	0.00	17,418	16.10	0	0.00	0	0.00
Total Cars, U.S.	2,936,154	41.54	3,179,728	44.99	64,422	0.91	[illegible]	12.06	10,012	0.14	557,318	7.88

*Probe numbers not included in Ford total; Probe is built at Mazda Flat Rock, MI plant.

**Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Convenience options on 1989 U.S. models

	Cruise Control	Percent of Output	Tilt Wheel	Percent of Output	Air Conditioning	Percent of Output	Intermittent Windshield Wipers	Percent of Output	Reclining Seats	Percent of Output	Power Seats	Percent of Output
CHRYSLER MOTORS	**535,697**	**55.02**	**627,809**	**64.48**	**896,751**	**92.10**	**973,476**	**100.00**	**899,503**	**92.38**	**263,580**	**27.07**
Total Plymouth	101,904	37.96	105,506	39.30	237,733	88.56	268,240	100.00	237,628	88.52	0	0.00
Horizon	0	0.00	0	0.00	30,605	67.50	45,341	100.00	45,341	100.00	0	0.00
Sundance	38,119	36.60	37,911	36.40	93,735	90.00	104,150	100.00	104,150	100.00	0	0.00
Reliant	5,906	16.40	5,618	15.60	32,843	91.20	36,012	100.00	10,011	27.80	0	0.00
Acclaim	56,992	73.30	56,992	73.30	75,964	97.70	77,752	100.00	77,752	100.00	0	0.00
Gran Fury	887	17.80	4,985	100.00	4,586	92.00	4,985	100.00	374	7.50	0	0.00
Total Chrysler	214,566	95.75	214,967	95.93	221,467	98.83	224,097	100.00	224,097	100.00	117,915	52.62
LeBaron J	92,659	93.00	92,659	93.00	97,043	97.40	99,633	100.00	99,633	100.00	0	0.00
LeBaron GTS	5,901	90.10	5,901	90.10	6,510	99.40	6,549	100.00	6,549	100.00	0	0.00
New Yorker C-Class	98,954	98.50	98,954	98.50	100,461	100.00	100,461	100.00	100,461	100.00	100,461	100.00
Fifth Avenue	17,053	97.70	17,454	100.00	17,454	100.00	17,454	100.00	17,454	100.00	17,454	100.00
Total Dodge	219,227	45.56	307,336	63.88	437,550	90.94	481,139	100.00	437,778	90.99	145,665	30.28
Omni	0	0.00	0	0.00	31,258	67.60	46,239	100.00	46,239	100.00	0	0.00
Daytona	22,727	28.10	73,680	91.10	71,334	88.20	80,878	100.00	80,878	100.00	6,713	8.30
Shadow	0	0.00	33,414	33.50	86,078	86.30	99,743	100.00	99,743	100.00	0	0.00
Aries	5,355	14.50	4,690	12.70	33,645	91.10	36,932	100.00	0	0.00	0	0.00
Dynasty	135,652	98.50	135,652	98.50	137,718	100.00	137,718	100.00	137,718	100.00	137,718	100.00
Lancer	3,835	76.40	3,835	76.40	4,954	98.70	5,019	100.00	5,019	100.00	0	0.00
Spirit	49,704	72.30	49,636	72.80	66,340	97.30	68,181	100.00	68,181	100.00	0	0.00
Diplomat	1,954	30.40	6,429	100.00	6,223	96.80	6,429	100.00	0	0.00	1,234	19.20
FORD MOTOR CO.	**1,343,369**	**76.95**	**1,354,738**	**77.60**	**1,613,488**	**92.42**	**1,678,278**	**96.13**	**625,733**	**35.84**	**722,313**	**41.37**
Total Ford Div.	862,160	69.81	867,623	70.26	1,103,557	89.36	1,167,413	94.53	114,868	9.30	344,474	27.89
Escort	98,406	27.10	104,216	28.70	250,554	69.00	295,581	81.40	0	0.00	0	0.00
Mustang	207,252	98.80	187,533	89.40	193,827	92.40	209,769	100.00	0	0.00	0	0.00
Tempo	92,224	60.70	138,868	91.40	149,047	98.10	151,934	100.00	0	0.00	16,561	10.90
Taurus	349,411	88.40	322,138	81.50	395,261	100.00	395,261	100.00	0	0.00	213,046	53.90
Thunderbird	114,868	100.00	114,868	100.00	114,868	100.00	114,868	100.00	114,868	100.00	114,868	100.00
Probe*	160,061	79.50	160,061	79.50	184,623	91.70	160,061	79.50	201,334	100.00	59,192	29.40
Total L-M Division	481,208	94.19	487,115	95.35	509,931	99.82	510,865	100.00	510,865	100.00	377,838	73.96
Total Mercury	265,242	89.94	271,149	91.95	293,965	99.68	294,899	100.00	294,899	100.00	190,587	64.63
Topaz	39,623	59.20	54,414	81.30	66,127	98.80	66,930	100.00	66,930	100.00	12,984	19.40
Cougar	96,923	99.60	96,923	99.60	97,312	100.00	97,312	100.00	97,312	100.00	97,117	99.80
Sable	128,697	98.50	119,812	91.70	130,526	99.90	130,657	100.00	130,657	100.00	80,485	61.60
Total Lincoln	215,966	100.00	215,966	100.00	215,966	100.00	215,966	100.00	215,966	100.00	187,252	86.70
Continental	57,775	100.00	57,775	100.00	57,775	100.00	57,775	100.00	57,775	100.00	29,061	50.30
Mark VII	29,658	100.00	29,658	100.00	29,658	100.00	29,658	100.00	29,658	100.00	29,658	100.00
Town Car	128,533	100.00	128,533	100.00	128,533	100.00	128,533	100.00	128,533	100.00	128,533	100.00
GENERAL MOTORS	**2,659,248**	**78.35**	**2,900,813**	**85.47**	**3,287,720**	**96.87**	**2,848,611**	**83.93**	**2,388,488**	**70.37**	**1,181,990**	**34.83**
Total Buick	472,281	93.19	504,831	99.61	505,511	99.75	486,655	96.03	372,547	73.51	292,088	57.64
Skyhawk	22,541	96.50	22,541	96.50	22,728	97.30	22,541	96.50	0	0.00	0	0.00
Skylark/Somerset	43,078	70.00	61,478	99.90	61,048	99.20	43,386	70.50	61,540	100.00	8,308	13.50
Century	138,445	90.60	152,503	99.80	152,656	99.90	152,503	99.80	115,524	75.60	48,899	32.00
Riviera	21,189	100.00	21,189	100.00	21,189	100.00	21,189	100.00	21,189	100.00	21,189	100.00
Electra	83,482	99.90	83,566	100.00	83,566	100.00	83,482	99.90	70,697	84.60	83,566	100.00
LeSabre (fwd)	148,824	99.50	148,824	99.50	149,572	100.00	148,824	99.50	88,846	59.40	115,769	77.40
LeSabre (rwd)	7,712	99.60	7,720	99.70	7,743	100.00	7,720	99.70	7,743	100.00	7,348	94.90
Reatta	7,009	100.00	7,009	100.00	7,009	100.00	7,009	100.00	7,009	100.00	7,009	100.00
Total Cadillac	276,330	100.00	276,330	100.00	276,330	100.00	276,330	100.00	63,169	22.86	258,151	93.42
Eldorado	30,925	100.00	30,925	100.00	30,925	100.00	30,925	100.00	0	0.00	30,925	100.00
Seville	22,909	100.00	22,909	100.00	22,909	100.00	22,909	100.00	22,909	100.00	22,909	100.00
Brougham (rwd)	40,260	100.00	40,260	100.00	40,260	100.00	40,260	100.00	40,260	100.00	36,778	91.35
Deville (fwd)	178,938	100.00	178,938	100.00	178,938	100.00	178,938	100.00	0	0.00	167,540	93.63
Allante	3,298	100.00	3,298	100.00	3,298	100.00	3,298	100.00	0	0.00	0	0.00
Total Chevrolet	876,818	68.74	890,112	69.79	1,188,731	93.20	932,937	73.14	934,792	73.29	140,340	11.00
Cavalier	180,780	48.00	190,949	50.70	312,976	83.10	195,846	52.00	376,626	100.00	0	0.00
Camaro	98,779	89.20	99,111	89.50	104,648	94.50	99,554	89.90	110,739	100.00	0	0.00
Celebrity	100,850	65.80	96,252	62.80	151,429	98.80	102,383	66.80	36,018	23.50	15,633	10.20
Corsica/Beretta	328,716	79.90	340,647	82.80	397,010	96.50	341,058	82.90	411,409	100.00	0	0.00
Caprice	141,281	71.70	163,152	82.80	196,256	99.60	167,684	85.10	0	0.00	99,113	50.30
Corvette	26,412	100.00	0	0.00	26,412	100.00	26,412	100.00	0	0.00	25,593	96.90
Total Oldsmobile	457,973	85.79	514,883	96.45	523,081	97.99	490,817	91.94	403,626	75.61	317,476	59.47
Calais	64,946	59.10	106,704	97.10	108,243	98.50	82,638	75.20	109,891	100.00	37,583	34.20
Cutlass Ciera	64,842	81.10	79,793	99.80	79,793	99.80	79,793	99.80	31,422	39.30	30,142	37.70
Cutlass Supreme	97,625	97.60	97,825	97.80	100,026	100.00	97,825	97.80	100,026	100.00	50,613	50.60
Toronado	9,877	100.00	9,877	100.00	9,877	100.00	9,877	100.00	9,877	100.00	9,877	100.00
Olds 88	148,238	97.50	148,238	97.50	152,039	100.00	148,238	97.50	91,223	60.00	116,158	76.40
Olds 98	72,445	99.10	72,445	99.10	73,103	100.00	72,445	99.10	61,187	83.70	73,103	100.00
Total Pontiac	575,846	71.84	714,657	89.15	794,068	99.06	661,872	82.57	614,354	76.64	173,936	21.70
Sunbird	55,439	39.70	112,134	80.30	135,315	96.90	112,134	80.30	139,644	100.00	0	0.00
Grand Am	172,985	70.20	222,269	90.20	244,939	99.40	172,985	70.20	246,418	100.00	31,049	12.60
Firebird	45,593	70.79	64,406	100.00	64,361	99.93	64,406	100.00	36,995	57.44	0	0.00
Grand Prix	132,604	96.97	136,104	99.53	136,747	100.00	132,604	96.97	112,857	82.53	46,166	33.76
Pontiac 6000	92,177	91.64	99,761	99.18	98,906	98.33	99,761	99.18	25,670	25.52	24,412	24.27
Bonneville	72,167	66.42	75,101	69.12	108,653	100.00	75,101	69.12	49,035	45.13	68,278	62.84
Safari/Parisienne	4,881	94.85	4,881	94.85	5,146	100.00	4,881	94.85	3,735	72.58	4,031	78.34
HONDA	**208,187**	**59.92**	**304,470**	**87.63**	**189,682**	**54.60**	**73,151**	**21.05**	**347,432**	**100.00**	**0**	**0.00**
Civic	0	0.00	73,151	63.00	0	0.00	73,151	63.00	116,113	100.00	0	0.00
Accord	208,187	90.00	231,319	100.00	189,682	82.00	0	0.00	231,319	100.00	0	0.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**56,960**	**48.84**	**26,012**	**22.30**	**88,183**	**75.60**	**116,644**	**100.00**	**0**	**0.00**
NUMMI	**10,278**	**6.72**	**32,664**	**21.34**	**135,593**	**88.58**	**130,207**	**85.06**	**153,080**	**100.00**	**0**	**0.00**
Corolla	2,796	4.00	25,182	36.00	52,463	75.00	54,561	78.00	69,950	100.00	0	0.00
Nova/Prizm	7,482	9.00	7,482	9.00	83,130	100.00	75,646	91.00	83,130	100.00	0	0.00
TOYOTA	**78,867**	**72.90**	**63,905**	[illegible]	[illegible]	[illegible]	**108,186**	**100.00**	**108,186**	**100.00**	**2,272**	**2.10**
Total Cars, U.S.	**4,836,640**	**68.42**	**5,371,367**	**76.66**	**6,242,933**	**89.33**	**6,586,100**	**93.41**	**4,636,065**	**66.64**	**2,176,145**	**30.71**

*Probe numbers not included in Ford total. Probe is built at Mazda Flat Rock, MI plant.

**Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Body types and convertible roofs on 1989 U.S. models

	2-Door Coupe	Percent of Output	2-Door Hatchback	Percent of Output	4-Door Sedan	Percent of Output	4-Door Wagon	Percent of Output	4-Door Hatchback	Percent of Output	Convertible Roofs	Percent of Output
CHRYSLER MOTORS	171,349	17.60	121,374	12.47	480,824	49.38	62,490	6.42	162,395	16.68	49,119	5.04
Total Plymouth	69,389	25.85	0	0.00	115,976	43.20	62,490	23.28	45,341	16.89	0	0.00
Horizon	0	0.00	0	0.00	0	0.00	0	0.00	45,341	100.00	0	0.00
Sundance	41,660	40.00	0	0.00	0	0.00	62,490	60.00	0	0.00	0	0.00
Reliant	27,729	77.00	0	0.00	33,239	92.30	0	0.00	0	0.00	0	0.00
Acclaim	0	0.00	0	0.00	77,752	100.00	0	0.00	0	0.00	0	0.00
Gran Fury	0	0.00	0	0.00	4,985	100.00	0	0.00	0	0.00	0	0.00
Total Chrysler	99,633	44.46	0	0.00	117,915	52.62	0	0.00	6,549	2.92	49,119	21.92
LeBaron J	99,633	100.00	0	0.00	0	0.00	0	0.00	0	0.00	49,119	49.30
LeBaron GTS	0	0.00	0	0.00	0	0.00	0	0.00	6,549	100.00	0	0.00
New Yorker C-Class	0	0.00	0	0.00	100,461	100.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	0	0.00	0	0.00	17,454	100.00	0	0.00	0	0.00	0	0.00
Total Dodge	2,327	0.48	121,374	25.23	246,933	51.32	0	0.00	110,505	22.97	0	0.00
Omni	0	0.00	0	0.00	0	0.00	0	0.00	46,239	100.00	0	0.00
Daytona	0	0.00	80,878	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Shadow	0	0.00	40,496	40.60	0	0.00	0	0.00	59,247	59.40	0	0.00
Aries	2,327	6.30	0	0.00	34,605	93.70	0	0.00	0	0.00	0	0.00
Dynasty	0	0.00	0	0.00	137,718	100.00	0	0.00	0	0.00	0	0.00
Lancer	0	0.00	0	0.00	0	0.00	0	0.00	5,019	100.00	0	0.00
Spirit	0	0.00	0	0.00	68,181	100.00	0	0.00	0	0.00	0	0.00
Diplomat	0	0.00	0	0.00	6,429	100.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	324,856	18.61	531,957	30.47	789,343	45.21	154,051	8.82	117,288	6.72	45,310	2.60
Total Ford Div.	222,056	17.98	531,957	43.08	439,419	35.58	125,567	10.17	117,288	9.50	45,310	3.67
Escort	0	0.00	213,153	58.70	0	0.00	32,681	9.00	117,288	32.30	0	0.00
Mustang	92,298	44.00	117,471	56.00	0	0.00	0	0.00	0	0.00	45,310	21.60
Tempo	14,890	9.80	0	0.00	137,044	90.20	0	0.00	0	0.00	0	0.00
Taurus	0	0.00	0	0.00	302,375	76.50	92,886	23.50	0	0.00	0	0.00
Thunderbird	114,868	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Probe*	0	0.00	201,334	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total L-M Division	102,800	20.12	0	0.00	349,924	68.50	28,483	5.58	0	0.00	0	0.00
Total Mercury	102,800	34.86	0	0.00	163,616	55.48	28,483	9.66	0	0.00	0	0.00
Topaz	5,488	8.20	0	0.00	61,442	91.80	0	0.00	0	0.00	0	0.00
Cougar	97,312	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sable	0	0.00	0	0.00	102,174	78.20	28,483	21.80	0	0.00	0	0.00
Total Lincoln	0	0.00	0	0.00	186,308	86.27	0	0.00	0	0.00	0	0.00
Continental	0	0.00	0	0.00	57,775	100.00	0	0.00	0	0.00	0	0.00
Mark VII	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Town Car	0	0.00	0	0.00	128,533	100.00	0	0.00	0	0.00	0	0.00
GENERAL MOTORS	1,192,885	35.15	16,666	0.49	1,827,307	53.84	213,198	6.28	26,577	0.78	56,165	1.65
Total Buick	66,650	13.15	0	0.00	429,134	84.68	11,003	2.17	0	0.00	0	0.00
Skyhawk	7,849	33.60	0	0.00	13,829	59.20	1,682	7.20	0	0.00	0	0.00
Skylark/Somerset	14,154	23.00	0	0.00	47,386	77.00	0	0.00	0	0.00	0	0.00
Century	6,876	4.50	0	0.00	136,611	89.40	9,321	6.10	0	0.00	0	0.00
Riviera	21,189	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Electra	0	0.00	0	0.00	83,566	100.00	0	0.00	0	0.00	0	0.00
LeSabre (fwd)	9,573	6.40	0	0.00	139,999	93.60	0	0.00	0	0.00	0	0.00
LeSabre (rwd)	0	0.00	0	0.00	7,743	100.00	0	0.00	0	0.00	0	0.00
Reatta	7,009	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Cadillac	40,325	14.59	0	0.00	212,582	76.93	0	0.00	0	0.00	3,298	1.19
Eldorado	30,925	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Seville	0	0.00	0	0.00	22,909	100.00	0	0.00	0	0.00	0	0.00
Brougham (rwd)	0	0.00	0	0.00	40,260	100.00	0	0.00	0	0.00	0	0.00
Deville (fwd)	6,102	3.41	0	0.00	149,413	83.50	0	0.00	0	0.00	0	0.00
Allante	3,298	100.00	0	0.00	0	0.00	0	0.00	0	0.00	3,298	100.00
Total Chevrolet	524,402	41.11	16,666	1.31	608,921	47.74	82,200	6.44	26,577	2.08	48,957	3.84
Cavalier	240,664	63.90	0	0.00	107,715	28.60	28,624	7.60	0	0.00	32,013	8.50
Camaro	103,541	93.50	0	0.00	0	0.00	0	0.00	0	0.00	7,198	6.50
Celebrity	0	0.00	0	0.00	123,534	80.60	29,734	19.40	0	0.00	0	0.00
Corsica/Beretta	180,197	43.80	0	0.00	204,470	49.70	0	0.00	26,577	6.46	0	0.00
Caprice	0	0.00	0	0.00	173,202	87.90	23,842	12.10	0	0.00	0	0.00
Corvette	0	0.00	16,666	63.10	0	0.00	0	0.00	0	0.00	9,746	36.90
Total Oldsmobile	178,035	33.35	0	0.00	332,511	62.29	14,343	2.69	0	0.00	0	0.00
Calais	59,341	54.00	0	0.00	50,550	46.00	0	0.00	0	0.00	0	0.00
Cutlass Ciera	4,078	5.10	0	0.00	70,199	87.80	5,677	7.10	0	0.00	0	0.00
Cutlass Supreme	100,026	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Toronado	9,877	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 88	4,713	3.10	0	0.00	138,660	91.20	8,666	5.70	0	0.00	0	0.00
Olds 98	0	0.00	0	0.00	73,103	100.00	0	0.00	0	0.00	0	0.00
Total Pontiac	383,474	47.84	0	0.00	244,159	30.46	105,652	13.18	0	0.00	3,910	0.49
Sunbird	93,701	67.10	0	0.00	42,033	30.10	0	0.00	0	0.00	3,910	2.80
Grand Am	153,026	62.10	0	0.00	93,392	37.90	0	0.00	0	0.00	0	0.00
Firebird	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Grand Prix	136,747	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Pontiac 6000	0	0.00	0	0.00	80	0.08	100,506	99.92	0	0.00	0	0.00
Bonneville	0	0.00	0	0.00	108,653	100.00	0	0.00	0	0.00	0	0.00
Safari/Parisienne	0	0.00	0	0.00	0	0.00	5,146	100.00	0	0.00	0	0.00
HONDA	92,528	26.63	0	0.00	254,904	73.37	0	0.00	0	0.00	0	0.00
Civic	0	0.00	0	0.00	116,113	100.00	0	0.00	0	0.00	0	0.00
Accord	92,528	40.00	0	0.00	138,791	60.00	0	0.00	0	0.00	0	0.00
MAZDA**	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
NISSAN	67,887	58.20	0	0.00	48,757	41.80	0	0.00	0	0.00	0	0.00
NUMMI	0	0.00	0	0.00	142,273	92.94	0	0.00	0	0.00	10,807	7.06
Corolla	0	0.00	0	0.00	69,950	100.00	0	0.00	0	0.00	0	0.00
Nova/Prizm	0	0.00	0	0.00	72,323	87.00	0	0.00	0	0.00	10,807	13.00
TOYOTA	0	0.00	0	0.00	100,165	100.00	0	0.00	0	0.00	0	0.00
Total Cars, U.S.	1,849,505	26.17	669,997	9.48	3,661,884	51.67	429,736	6.08	306,261	[illegible]	161,401	2.28

*Probe numbers not included in Ford total; Probe is built at Mazda Flat Rock, MI plant.

**Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Radio options on 1989 U.S. models

	AM Radio	Percent of Output	AM/FM Radio	Percent of Output	AM/FM Stereo w/Cassette	Percent of Output	Stereo w/Cassette & Gr. Equalizer	Percent of Output	Stereo w/Cassette & Compact	Percent of Output
CHRYSLER MOTORS	**0**	**0.00**	**506,468**	**52.02**	**351,406**	**36.09**	**71,764**	**7.37**	**1,096**	**0.11**
Total Plymouth	0	0.00	185,627	69.15	68,433	25.49	1,555	0.58	0	0.00
Horizon	0	0.00	33,688	74.30	3,174	7.00	0	0.00	0	0.00
Sundance	0	0.00	70,197	67.40	33,953	32.60	0	0.00	0	0.00
Reliant	0	0.00	31,547	87.60	1,945	5.40	0	0.00	0	0.00
Acclaim	0	0.00	47,040	60.50	29,157	37.50	1,555	2.00	0	0.00
Gran Fury	0	0.00	3,156	63.30	204	4.10	0	0.00	0	0.00
Total Chrysler	0	0.00	79,019	35.26	119,204	53.19	16,609	7.41	1,096	0.49
LeBaron J	0	0.00	44,237	44.40	46,030	46.20	0	0.00	1,096	1.10
LeBaron GTS	0	0.00	4,028	61.50	1,886	28.80	635	9.70	0	0.00
New Yorker C-Class	0	0.00	26,723	26.60	57,866	57.60	15,973	15.90	0	0.00
Fifth Avenue	0	0.00	4,032	23.10	13,422	76.90	0	0.00	0	0.00
Total Dodge	0	0.00	241,821	50.26	163,769	34.04	53,601	11.14	0	0.00
Omni	0	0.00	34,171	73.90	3,144	6.80	0	0.00	0	0.00
Daytona	0	0.00	31,947	39.50	43,998	54.40	4,934	6.10	0	0.00
Shadow	0	0.00	62,339	62.50	13,864	13.90	23,539	23.60	0	0.00
Aries	0	0.00	32,500	88.00	2,031	5.50	0	0.00	0	0.00
Dynasty	0	0.00	37,184	27.00	78,499	57.00	22,035	16.00	0	0.00
Lancer	0	0.00	1,335	26.60	3,052	60.80	502	10.00	0	0.00
Spirit	0	0.00	39,613	58.10	18,409	27.00	2,591	3.80	0	0.00
Diplomat	0	0.00	2,732	42.50	771	12.00	0	0.00	0	0.00
FORD MOTOR CO.	**11,620**	**0.67**	**424,675**	**24.33**	**1,171,377**	**67.10**	**71,224**	**4.08**	**25,723**	**1.47**
Total Ford Div.	11,620	0.94	358,659	29.04	790,452	64.01	24,588	1.99	8,730	0.71
Escort	11,620	3.20	138,349	38.10	176,840	48.70	0	0.00	0	0.00
Mustang	0	0.00	5,664	2.70	202,217	96.40	0	0.00	0	0.00
Tempo	0	0.00	88,122	58.00	62,293	41.00	0	0.00	0	0.00
Taurus	0	0.00	124,112	31.40	263,639	66.70	6,324	1.60	0	0.00
Thunderbird	0	0.00	2,412	2.10	85,462	74.40	18,264	15.90	8,730	7.60
Probe*	0	0.00	57,179	28.40	127,243	63.20	0	0.00	15,905	7.90
Total L-M Division	0	0.00	66,016	12.92	380,926	74.56	46,636	9.13	16,993	3.33
Total Mercury	0	0.00	66,016	22.39	207,508	70.37	18,161	6.16	2,919	0.99
Topaz	0	0.00	29,516	44.10	37,347	55.80	0	0.00	0	0.00
Cougar	0	0.00	12,067	12.40	82,229	84.50	0	0.00	2,919	3.00
Sable	0	0.00	24,433	18.70	87,932	67.30	18,161	13.90	0	0.00
Total Lincoln	0	0.00	0	0.00	173,418	80.30	28,474	13.18	14,073	6.52
Continental	0	0.00	0	0.00	48,704	84.30	0	0.00	9,071	15.70
Mark VII	0	0.00	0	0.00	23,430	79.00	5,338	18.00	890	3.00
Town Car	0	0.00	0	0.00	101,284	78.80	23,136	18.00	4,113	3.20
GENERAL MOTORS	**62,964**	**1.86**	**816,028**	**24.04**	**1,901,389**	**56.02**	**541,681**	**15.96**	**10,575**	**0.31**
Total Buick	0	0.00	64,440	12.72	331,719	65.46	49,313	9.73	0	0.00
Skyhawk	0	0.00	818	3.50	22,541	96.50	0	0.00	0	0.00
Skylark/Somerset	0	0.00	21,847	35.50	39,632	64.40	0	0.00	0	0.00
Century	0	0.00	30,715	20.10	121,330	79.40	764	0.50	0	0.00
Riviera	0	0.00	0	0.00	2,988	14.10	18,201	85.90	0	0.00
Electra	0	0.00	251	0.30	22,061	26.40	0	0.00	0	0.00
LeSabre (fwd)	0	0.00	10,470	7.00	118,760	79.40	20,342	13.60	0	0.00
LeSabre (rwd)	0	0.00	341	4.40	4,406	56.90	2,997	38.70	0	0.00
Reatta	0	0.00	0	0.00	0	0.00	7,009	100.00	0	0.00
Total Cadillac	0	0.00	0	0.00	116,872	42.29	157,805	57.11	1,634	0.59
Eldorado	0	0.00	0	0.00	30,449	98.46	0	0.00	476	1.54
Seville	0	0.00	0	0.00	22,646	98.85	0	0.00	263	1.15
Brougham (rwd)	0	0.00	0	0.00	40,260	100.00	0	0.00	0	0.00
Deville (fwd)	0	0.00	0	0.00	20,220	11.30	157,805	88.19	895	0.50
Allante	0	0.00	0	0.00	3,298	100.00	0	0.00	0	0.00
Total Chevrolet	62,964	4.94	463,293	36.32	588,904	46.17	158,519	12.43	2,547	0.20
Cavalier	46,325	12.30	155,170	41.20	123,910	32.90	51,221	13.60	0	0.00
Camaro	43	0.04	6,091	5.50	77,850	70.30	24,141	21.80	2,547	2.30
Celebrity	620	0.40	84,910	55.40	67,744	44.20	0	0.00	0	0.00
Corsica/Beretta	3,168	0.77	148,354	36.06	228,949	55.65	31,925	7.76	0	0.00
Caprice	12,808	6.50	68,768	34.90	64,039	32.50	51,231	26.00	0	0.00
Corvette	0	0.00	0	0.00	26,412	100.00	0	0.00	0	0.00
Total Oldsmobile	0	0.00	127,700	23.92	311,446	58.34	91,818	17.20	2,661	0.50
Calais	0	0.00	42,748	38.90	61,869	56.30	5,275	4.80	0	0.00
Cutlass Ciera	0	0.00	23,746	29.70	52,129	65.20	4,078	5.10	0	0.00
Cutlass Supreme	0	0.00	27,707	27.70	39,510	39.50	31,606	31.60	1,200	1.20
Toronado	0	0.00	0	0.00	4,020	40.70	5,857	59.30	0	0.00
Olds 88	0	0.00	31,624	20.80	111,141	73.10	8,970	5.90	200	0.02
Olds 98	0	0.00	0	0.00	36,259	49.60	35,601	48.70	1,181	1.70
Total Pontiac	0	0.00	160,594	20.03	552,448	68.92	84,226	10.51	3,733	0.47
Sunbird	0	0.00	35,190	25.20	103,476	74.10	0	0.00	633	0.45
Grand Am	0	0.00	63,822	25.90	169,782	68.90	11,335	4.60	1,232	0.50
Firebird	0	0.00	3,001	4.66	44,028	68.36	16,282	25.28	1,095	1.70
Grand Prix	0	0.00	27,814	20.34	82,664	60.45	26,269	19.21	0	0.00
Pontiac 6000	0	0.00	19,383	19.27	76,828	76.38	4,245	4.22	121	0.12
Bonneville	0	0.00	10,528	9.69	72,091	66.35	25,381	23.36	652	0.60
Safari/Parisienne	0	0.00	855	16.61	3,579	69.55	714	13.87	0	0.00
HONDA	**0**	**0.00**	**0**	**0.00**	**189,682**	**54.60**	**0**	**0.00**	**0**	**0.00**
Civic	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	0	0.00	189,682	82.00	0	0.00	0	0.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**8,515**	**7.30**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**0**	**0.00**	**139,698**	**91.26**	**13,382**	**8.74**	**0**	**0.00**	**0**	**0.00**
Corolla	0	0.00	61,556	88.00	8,394	12.00	0	0.00	0	0.00
Nova/Prizm	0	0.00	78,142	94.00	4,988	6.00	0	0.00	0	0.00
TOYOTA	**0**	**0.00**	**0**	**0.00**	**54,911**	**60.00**	**23,584**	**21.80**	**0**	**0.00**
Total Cars, U.S.	**74,584**	**1.08**	**1,895,384**	**25.82**	**3,682,148**	**52.24**	**708,253**	**10.62**	**37,394**	**0.53**

*Probe numbers not included in Ford total; Probe is built at Mazda Flat Rock, Mi plant.

**Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Seat options on 1989 U.S. models

	Bucket Seats	Percent of Output	Split Seats	Percent of Output	Bench Seats	Percent of Output	Cloth Seats	Percent of Output	Vinyl Seats	Percent of Output	Leather Seats	Percent of Output
CHRYSLER MOTORS	**538,209**	**55.28**	**238,179**	**24.46**	**119,336**	**12.26**	**750,094**	**77.04**	**39,912**	**4.10**	**106,826**	**10.97**
Total Plymouth	159,503	59.42	0	0.00	30,986	11.54	188,969	70.39	1,520	0.57	0	0.00
Horizon	45,341	100.00	0	0.00	0	0.00	45,341	100.00	0	0.00	0	0.00
Sundance	104,150	100.00	0	0.00	0	0.00	104,150	100.00	0	0.00	0	0.00
Reliant	10,011	27.80	0	0.00	26,001	72.20	36,012	100.00	0	0.00	0	0.00
Acclaim	77,752	100.00	0	0.00	0	0.00	77,752	100.00	0	0.00	0	0.00
Gran Fury	0	0.00	0	0.00	4,985	100.00	3,465	69.50	1,520	30.50	0	0.00
Total Chrysler	106,182	47.38	100,461	44.83	17,454	7.79	130,632	58.29	36,366	16.23	62,976	28.10
LeBaron J	99,633	100.00	0	0.00	0	0.00	52,805	53.00	36,366	36.50	16,439	16.50
LeBaron GTS	6,549	100.00	0	0.00	0	0.00	5,554	84.80	0	0.00	995	15.20
New Yorker C-Class	0	0.00	100,461	100.00	0	0.00	65,902	65.60	0	0.00	34,458	34.30
Fifth Avenue	0	0.00	0	0.00	17,454	100.00	6,371	36.50	0	0.00	11,083	63.50
Total Dodge	272,524	56.64	137,718	28.62	70,897	14.74	430,493	89.47	2,025	0.42	43,849	9.11
Omni	46,239	100.00	0	0.00	0	0.00	46,239	100.00	0	0.00	0	0.00
Daytona	80,878	100.00	0	0.00	0	0.00	74,084	91.60	0	0.00	2,022	2.50
Shadow	88,173	88.40	0	0.00	11,570	11.60	99,743	100.00	0	0.00	0	0.00
Aries	8,716	23.60	0	0.00	28,216	76.40	36,932	100.00	0	0.00	0	0.00
Dynasty	0	0.00	137,718	100.00	0	0.00	96,403	70.00	0	0.00	41,315	30.00
Lancer	5,019	100.00	0	0.00	0	0.00	4,507	89.80	0	0.00	512	10.20
Spirit	43,499	63.80	0	0.00	24,682	36.20	68,181	100.00	0	0.00	0	0.00
Diplomat	0	0.00	0	0.00	6,429	100.00	4,404	68.50	2,025	31.50	0	0.00
FORD MOTOR CO.	**1,052,480**	**60.29**	**693,339**	**39.71**	**0**	**0.00**	**1,293,827**	**74.11**	**18,418**	**1.05**	**234,883**	**13.45**
Total Ford Div.	879,614	71.23	355,340	28.77	0	0.00	974,669	78.92	14,533	1.18	50,457	4.09
Escort	363,122	100.00	0	0.00	0	0.00	356,949	98.30	6,173	1.70	0	0.00
Mustang	209,769	100.00	0	0.00	0	0.00	0	0.00	0	0.00	14,474	6.90
Tempo	151,934	100.00	0	0.00	0	0.00	149,503	98.40	2,431	1.60	0	0.00
Taurus	39,921	10.10	355,340	89.90	0	0.00	367,593	93.00	5,929	1.50	21,739	5.50
Thunderbird	114,868	100.00	0	0.00	0	0.00	100,624	87.60	0	0.00	14,244	12.40
Probe*	201,334	100.00	0	0.00	0	0.00	201,334	100.00	0	0.00	0	0.00
Total L-M Division	172,865	33.84	338,000	66.16	0	0.00	319,157	62.47	3,885	0.76	184,426	36.10
Total Mercury	172,865	58.62	122,034	41.38	0	0.00	260,433	88.31	3,885	1.32	27,184	9.22
Topaz	66,930	100.00	0	0.00	0	0.00	65,658	98.10	1,272	1.90	0	0.00
Cougar	97,312	100.00	0	0.00	0	0.00	84,370	86.70	0	0.00	12,942	13.30
Sable	8,623	6.60	122,034	93.40	0	0.00	110,405	84.50	2,613	2.00	14,242	10.90
Total Lincoln	0	0.00	215,966	100.00	0	0.00	58,724	27.19	0	0.00	157,242	72.81
Continental	0	0.00	57,775	100.00	0	0.00	7,164	12.40	0	0.00	50,611	87.60
Mark VII	0	0.00	29,658	100.00	0	0.00	9,787	33.00	0	0.00	19,871	67.00
Town Car	0	0.00	128,533	100.00	0	0.00	41,773	32.50	0	0.00	86,760	67.50
GENERAL MOTORS	1,984,552	**58.47**	1,066,924	**31.44**	**210,961**	**6.22**	**2,722,891**	**80.23**	**8,522**	**0.25**	**407,269**	**12.00**
Total Buick	66,327	13.09	424,123	83.69	16,338	3.22	440,892	87.00	0	0.00	65,895	13.00
Skyhawk	23,359	100.00	0	0.00	0	0.00	23,359	100.00	0	0.00	0	0.00
Skylark/Somerset	14,770	24.00	46,770	76.00	0	0.00	61,540	100.00	0	0.00	0	0.00
Century	0	0.00	137,070	89.70	15,739	10.30	152,809	100.00	0	0.00	0	0.00
Riviera	21,189	100.00	0	0.00	0	0.00	5,594	26.40	0	0.00	15,595	73.60
Electra	0	0.00	83,566	100.00	0	0.00	51,393	61.50	0	0.00	32,173	38.50
LeSabre (fwd)	0	0.00	148,974	99.60	598	0.40	139,700	93.40	0	0.00	9,872	6.60
LeSabre (rwd)	0	0.00	7,743	100.00	0	0.00	6,496	83.90	0	0.00	1,247	16.10
Reatta	7,009	100.00	0	0.00	0	0.00	0	0.00	0	0.00	7,009	100.00
Total Cadillac	245,405	88.81	0	0.00	0	0.00	49,260	17.83	0	0.00	227,070	82.17
Eldorado	0	0.00	0	0.00	0	0.00	1,719	5.56	0	0.00	29,206	94.44
Seville	22,909	100.00	0	0.00	0	0.00	992	4.33	0	0.00	21,917	95.67
Brougham (rwd)	40,260	100.00	0	0.00	0	0.00	11,011	27.35	0	0.00	29,249	72.65
Deville (fwd)	178,938	100.00	0	0.00	0	0.00	35,537	19.86	0	0.00	143,401	80.14
Allante	3,298	100.00	0	0.00	0	0.00	0	0.00	0	0.00	3,298	100.00
Total Chevrolet	925,186	72.54	177,259	13.90	89,702	7.03	1,100,990	86.32	7,533	0.59	28,458	2.23
Cavalier	376,626	100.00	0	0.00	0	0.00	369,093	98.00	7,533	2.00	0	0.00
Camaro	110,739	100.00	0	0.00	0	0.00	105,656	95.41	0	0.00	5,083	4.59
Celebrity	0	0.00	95,486	62.30	48,126	31.40	153,268	100.00	0	0.00	0	0.00
Corsica/Beretta	411,409	100.00	0	0.00	0	0.00	411,409	100.00	0	0.00	0	0.00
Caprice	0	0.00	81,773	41.50	41,576	21.10	60,295	30.60	0	0.00	0	0.00
Corvette	26,412	100.00	0	0.00	0	0.00	1,268	4.80	0	0.00	23,375	88.50
Total Oldsmobile	186,488	34.93	325,424	60.96	21,906	4.10	372,964	69.87	989	0.19	50,963	9.55
Calais	109,891	100.00	0	0.00	0	0.00	0	0.00	989	0.90	0	0.00
Cutlass Ciera	7,356	9.20	63,243	79.10	9,355	11.70	75,955	95.00	0	0.00	3,998	5.00
Cutlass Supreme	62,516	62.50	37,510	37.50	0	0.00	95,925	95.90	0	0.00	4,101	4.10
Toronado	0	0.00	849	8.60	9,028	91.40	2,232	22.60	0	0.00	7,645	77.40
Olds 88	0	0.00	148,694	97.80	3,345	2.20	145,045	95.40	0	0.00	6,994	4.60
Olds 98	6,725	9.20	66,378	90.80	0	0.00	45,324	62.00	0	0.00	27,779	38.00
Total Pontiac	561,146	70.00	140,118	17.48	83,016	10.36	758,786	94.66	0	0.00	34,883	4.35
Sunbird	139,644	100.00	0	0.00	0	0.00	139,644	100.00	0	0.00	0	0.00
Grand Am	246,418	100.00	0	0.00	0	0.00	246,418	100.00	0	0.00	0	0.00
Firebird	64,406	100.00	0	0.00	0	0.00	57,837	89.80	0	0.00	6,569	10.20
Grand Prix	102,560	75.00	28,512	20.85	5,675	4.15	126,764	92.70	0	0.00	9,983	7.30
Pontiac 6000	8,117	8.07	1,539	1.53	73,609	73.18	92,469	91.93	0	0.00	8,117	8.07
Bonneville	0	0.00	105,393	97.00	3,260	3.00	90,508	83.30	0	0.00	10,213	9.40
Safari/Parisienne	0	0.00	4,674	90.82	472	9.18	5,146	100.00	0	0.00	0	0.00
HONDA	**347,432**	**100.00**	**0**	**0.00**	**0**	**0.00**	**326,613**	**94.01**	**0**	**0.00**	**20,819**	**5.99**
Civic	116,113	100.00	0	0.00	0	0.00	116,113	100.00	0	0.00	0	0.00
Accord	231,319	100.00	0	0.00	0	0.00	210,500	91.00	0	0.00	20,819	9.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**116,644**	**100.00**	**0**	**0.00**	**0**	**0.00**	**8,515**	**7.30**	**108,129**	**92.70**	**0**	**0.00**
NUMMI	**153,080**	**100.00**	**0**	**0.00**	**0**	**0.00**	**153,080**	**100.00**	**0**	**0.00**	**0**	**0.00**
Corolla	69,950	100.00	0	0.00	0	0.00	69,950	100.00	0	0.00	0	0.00
Nova/Prizm	83,130	100.00	0	0.00	0	0.00	83,130	100.00	0	0.00	0	0.00
TOYOTA	**108,185**	**100.00**	**0**	**0.00**	**0**	**0.00**	**108,077**	**99.90**	**108**	**0.10**	**0**	**0.00**
Total Cars, U.S.	**4,300,581**	[illegible]	**1,998,443**	[illegible]	**330,298**	**4.87**	[illegible]	[illegible]	**175,089**	**2.46**	[illegible]	[illegible]

*Probe numbers not included in Ford total; Probe is built at Mazda Flat Rock, MI plant.

**Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Power equipment and wheel options on 1989 U.S. models

	Power Steering	Percent of Output	Power Brakes	Percent of Output	Anti-lock Braking System (ABS)	Percent of Output	4-wheel Disc Brakes	Percent of Output	Styled Wheels	Percent of Output	Full Size Spare	Percent of Output
CHRYSLER MOTORS	**963,337**	**98.94**	**968,037**	**99.42**	**0**	**0.00**	**0**	**0.00**	**168,312**	**17.29**	**238,105**	**24.45**
Total Plymouth	263,384	98.12	271,240	100.00	0	0.00	0	0.00	21,397	7.97	83,931	31.27
Horizon	40,535	89.40	45,341	100.00	0	0.00	0	0.00	0	0.00	30,877	68.10
Sundance	104,150	100.00	104,150	100.00	0	0.00	0	0.00	8,957	8.60	37,182	35.70
Reliant	35,760	99.30	36,012	100.00	0	0.00	0	0.00	0	0.00	7,130	19.80
Acclaim	77,752	100.00	77,752	100.00	0	0.00	0	0.00	12,440	16.00	8,553	11.00
Gran Fury	4,985	100.00	4,985	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Chrysler	224,097	100.00	224,097	100.00	0	0.00	0	0.00	995	0.44	35,187	15.70
LeBaron J	99,633	100.00	99,633	100.00	0	0.00	0	0.00	0	0.00	0	0.00
LeBaron GTS	6,549	100.00	6,549	100.00	0	0.00	0	0.00	995	15.20	0	0.00
New Yorker C-Class	100,461	100.00	100,461	100.00	0	0.00	0	0.00	0	0.00	25,919	25.80
Fifth Avenue	17,454	100.00	17,454	100.00	0	0.00	0	0.00	0	0.00	9,268	53.10
Total Dodge	475,896	98.91	475,498	98.83	0	0.00	0	0.00	145,919	30.33	118,987	24.73
Omni	41,291	89.30	46,239	100.00	0	0.00	0	0.00	0	0.00	31,535	68.20
Daytona	80,878	100.00	80,878	100.00	0	0.00	0	0.00	49,578	61.30	0	0.00
Shadow	99,743	100.00	94,656	94.90	0	0.00	0	0.00	84,283	84.50	32,815	32.90
Aries	36,637	99.20	36,378	98.50	0	0.00	0	0.00	0	0.00	7,017	19.00
Dynasty	137,718	100.00	137,718	100.00	0	0.00	0	0.00	0	0.00	34,430	25.00
Lancer	5,019	100.00	5,019	100.00	0	0.00	0	0.00	1,149	22.90	0	0.00
Spirit	68,181	100.00	68,181	100.00	0	0.00	0	0.00	10,909	16.00	7,500	11.00
Diplomat	6,429	100.00	6,429	100.00	0	0.00	0	0.00	0	0.00	5,690	88.50
FORD MOTOR CO.	**1,690,261**	**96.82**	**1,745,819**	**100.00**	**85,963**	**4.92**	**102,564**	**5.87**	**646,057**	**37.01**	**62,498**	**3.58**
Total Ford Div.	1,179,396	95.50	1,234,954	100.00	19,528	1.58	36,129	2.93	342,175	27.71	41,690	3.38
Escort	307,564	84.70	363,122	100.00	0	0.00	0	0.00	55,195	15.20	11,620	3.20
Mustang	209,769	100.00	209,769	100.00	0	0.00	0	0.00	107,192	51.10	0	0.00
Tempo	151,934	100.00	151,934	100.00	0	0.00	0	0.00	11,243	7.40	0	0.00
Taurus	395,261	100.00	395,261	100.00	0	0.00	16,601	4.20	118,578	30.00	24,901	6.30
Thunderbird	114,868	100.00	114,868	100.00	19,528	17.00	19,528	17.00	49,968	43.50	5,169	4.50
Probe*	201,334	100.00	201,334	100.00	13,288	6.60	18,724	9.30	84,158	41.80	0	0.00
Total L-M Division	510,865	100.00	510,865	100.00	66,436	13.00	66,436	13.00	303,882	59.48	20,807	4.07
Total Mercury	294,899	100.00	294,899	100.00	8,661	2.94	8,661	2.94	132,111	44.80	16,744	5.68
Topaz	66,930	100.00	66,930	100.00	0	0.00	0	0.00	12,717	19.00	0	0.00
Cougar	97,312	100.00	97,312	100.00	8,661	8.90	8,661	8.90	8,466	8.70	1,849	1.90
Sable	130,657	100.00	130,657	100.00	0	0.00	0	0.00	110,928	84.90	14,895	11.40
Total Lincoln	215,966	100.00	215,966	100.00	57,775	26.75	57,775	26.75	171,771	79.54	4,064	1.88
Continental	57,775	100.00	57,775	100.00	57,775	100.00	57,775	100.00	52,980	91.70	0	0.00
Mark VII	29,658	100.00	29,658	100.00	0	0.00	0	0.00	22,392	75.50	593	2.00
Town Car	128,533	100.00	128,533	100.00	0	0.00	0	0.00	96,400	75.00	3,470	2.70
GENERAL MOTORS	**3,387,965**	**99.82**	**3,181,986**	**93.75**	**193,838**	**5.71**	**299,596**	**8.83**	**1,330,601**	**39.20**	**295,728**	**8.71**
Total Buick	506,787	100.00	506,787	100.00	23,687	4.67	28,198	5.56	98,596	19.46	0	8.71
Skyhawk	23,359	100.00	23,359	100.00	0	0.00	0	0.00	3,457	14.80	0	0.00
Skylark/Somerset	61,540	100.00	61,540	100.00	0	0.00	0	0.00	13,108	21.30	0	0.00
Century	152,809	100.00	152,809	100.00	0	0.00	0	0.00	25,672	16.80	0	0.00
Riviera	21,189	100.00	21,189	100.00	3,157	14.90	21,189	100.00	657	3.10	0	0.00
Electra	83,566	100.00	83,566	100.00	10,529	12.60	0	0.00	19,220	23.00	0	0.00
LeSabre (fwd)	149,572	100.00	149,572	100.00	2,991	2.00	0	0.00	24,231	16.20	0	0.00
LeSabre (rwd)	7,743	100.00	7,743	100.00	0	0.00	0	0.00	5,242	67.70	0	0.00
Reatta	7,009	100.00	7,009	100.00	7,009	100.00	7,009	100.00	7,009	100.00	0	0.00
Total Cadillac	276,330	100.00	232,132	84.01	97,734	35.37	0	0.00	212,646	76.95	276,330	100.00
Eldorado	30,925	100.00	30,925	100.00	4,629	14.97	0	0.00	30,925	100.00	30,925	100.00
Seville	22,909	100.00	22,909	100.00	5,349	23.35	0	0.00	22,909	100.00	22,909	100.00
Brougham (rwd)	40,260	100.00	40,260	100.00	40,260	100.00	0	0.00	40,260	100.00	40,260	100.00
Deville (fwd)	178,938	100.00	134,740	75.30	44,198	24.70	0	0.00	115,254	64.41	178,938	100.00
Allante	3,298	100.00	3,298	100.00	3,298	100.00	0	0.00	3,298	100.00	3,298	100.00
Total Chevrolet	1,269,849	99.56	1,109,187	86.96	26,412	2.07	12,846	1.01	219,904	17.24	19,398	1.52
Cavalier	370,977	98.50	376,626	100.00	0	0.00	0	0.00	53,858	14.30	0	0.00
Camaro	110,739	100.00	97,893	88.40	0	0.00	12,846	11.60	0	0.00	0	0.00
Celebrity	153,268	100.00	0	0.00	0	0.00	0	0.00	41,842	27.30	3,832	2.50
Corsica/Beretta	411,409	100.00	411,409	100.00	0	0.00	0	0.00	97,792	23.77	0	0.00
Caprice	197,044	100.00	196,847	99.90	0	0.00	0	0.00	0	0.00	15,566	7.90
Corvette	26,412	100.00	26,412	100.00	26,412	100.00	0	0.00	26,412	100.00	0	0.00
Total Oldsmobile	533,818	100.00	533,818	100.00	22,348	4.19	109,903	20.59	231,039	43.28	0	0.00
Calais	109,891	100.00	109,891	100.00	0	0.00	0	0.00	60,550	55.10	0	0.00
Cutlass Ciera	79,953	100.00	79,953	100.00	0	0.00	0	0.00	22,707	28.40	0	0.00
Cutlass Supreme	100,026	100.00	100,026	100.00	2,601	2.60	100,026	100.00	77,320	77.30	0	0.00
Toronado	9,877	100.00	9,877	100.00	6,440	65.20	9,877	100.00	9,877	100.00	0	0.00
Olds 88	160,968	100.00	160,968	100.00	3,041	2.00	0	0.00	29,191	19.20	0	0.00
Olds 98	73,103	100.00	73,103	100.00	10,088	13.80	0	0.00	29,680	40.60	0	0.00
Total Pontiac	801,181	99.95	800,061	99.81	23,657	2.95	148,650	18.54	568,416	70.91	0	0.00
Sunbird	139,225	99.70	139,644	100.00	0	0.00	0	0.00	90,350	64.70	0	0.00
Grand Am	246,418	100.00	246,418	100.00	0	0.00	0	0.00	158,693	64.40	0	0.00
Firebird	64,406	100.00	64,406	100.00	0	0.00	16,114	25.02	64,406	100.00	0	0.00
Grand Prix	136,747	100.00	136,747	100.00	4,212	3.08	132,535	96.92	116,590	85.26	0	0.00
Pontiac 6000	100,586	100.00	99,047	98.47	1,539	1.53	0	0.00	45,565	45.30	0	0.00
Bonneville	108,653	100.00	108,653	100.00	17,906	16.48	0	0.00	92,811	85.42	0	0.00
Safari/Parisienne	5,146	100.00	5,146	100.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	**327,693**	**94.32**	**347,432**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Civic	96,374	83.00	116,113	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	231,319	100.00	231,319	100.00	0	0.00	0	0.00	0	0.00	0	0.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**56,922**	**48.80**	**116,644**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**152,381**	**99.54**	**153,080**	**100.00**	**0**	**0.00**	**0**	**0.00**	**700**	**0.46**	**0**	**0.00**
Corolla	69,251	99.00	69,950	100.00	0	0.00	0	0.00	700	1.00	0	0.00
Nova/Prizm	83,130	100.00	83,130	100.00	0	0.00	0	0.00	0	0.00	0	0.00
TOYOTA	**108,185**	**100.00**	**108,185**	**100.00**	**0**	**0.00**	**0**	**0.00**	**32,672**	**30.20**	**85,701**	**79.20**
Total Cars, U.S.	**6,686,783**	**94.61**	**6,774,461**	**95.86**	**279,801**	**3.96**	**402,161**	**5.69**	**2,178,342**	**30.82**	**682,121**	**9.65**

*Probe numbers not included in Ford total; Probe is built at Mazda Flat Rock, MI plant. **Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Roof and convenience options on 1989 U.S. models

	Vinyl Roofs	Percent of Output	Electric Slide Sunroofs	Percent of Output	Pop-Up Sunroofs	Percent of Output	T-Roofs	Percent of Output	Power Locks	Percent of Output	Power Windows	Percent of Output	Power Side Mirrors	Percent of Output
CHRYSLER MOTORS	**0**	**0.00**	**14,679**	**1.51**	**22,618**	**2.32**	**7,926**	**0.81**	**448,412**	**46.05**	**431,738**	**44.34**	**465,452**	**47.88**
Total Plymouth	0	0.00	0	0.00	5,832	2.17	0	0.00	60,353	22.46	37,073	13.81	44,789	16.68
Horizon	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sundance	0	0.00	0	0.00	5,832	5.60	0	0.00	21,247	20.40	5,520	5.30	9,374	9.00
Reliant	0	0.00	0	0.00	0	0.00	0	0.00	3,817	10.60	0	0.00	0	0.00
Acclaim	0	0.00	0	0.00	0	0.00	0	0.00	33,978	43.70	30,945	39.80	30,790	39.60
Gran Fury	0	0.00	0	0.00	0	0.00	0	0.00	1,311	26.30	608	12.20	4,626	92.80
Total Chrysler	0	0.00	6,385	2.85	3,388	1.51	0	0.00	185,173	82.63	195,282	87.14	171,163	76.38
LeBaron J	0	0.00	0	0.00	3,388	3.40	0	0.00	67,153	67.40	74,027	74.30	67,153	67.40
LeBaron GTS	0	0.00	0	0.00	0	0.00	0	0.00	4,041	61.70	3,340	51.00	3,550	54.20
New Yorker C-Class	0	0.00	5,827	5.80	0	0.00	0	0.00	96,945	96.50	100,461	100.00	100,461	100.00
Fifth Avenue	0	0.00	559	3.20	0	0.00	0	0.00	17,035	97.60	17,454	100.00	0	0.00
Total Dodge	0	0.00	8,294	1.72	13,398	2.78	7,926	1.65	202,886	42.17	199,382	41.44	249,500	51.86
Omni	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Daytona	0	0.00	0	0.00	5,257	6.50	7,926	9.80	18,925	23.40	24,425	30.20	73,195	90.50
Shadow	0	0.00	0	0.00	6,982	7.00	0	0.00	17,256	17.30	6,284	6.30	10,373	10.40
Aries	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dynasty	0	0.00	7,988	5.80	0	0.00	0	0.00	132,898	96.50	137,718	100.00	137,718	100.00
Lancer	0	0.00	261	5.20	0	0.00	0	0.00	1,937	38.60	1,551	30.90	1,691	33.70
Spirit	0	0.00	0	0.00	1,159	1.70	0	0.00	28,636	42.00	26,659	39.10	26,522	38.90
Diplomat	0	0.00	45	0.70	0	0.00	0	0.00	3,234	50.30	2,745	42.70	0	0.00
FORD MOTOR CO.	**158,191**	**9.06**	**68,324**	**3.91**	**24,123**	**1.38**	**0**	**0.00**	**1,203,074**	**68.91**	**910,291**	**52.14**	**1,628,054**	**93.25**
Total Ford Div.	0	0.00	35,807	2.90	24,123	1.95	0	0.00	742,834	60.15	462,310	37.44	1,167,922	94.57
Escort	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	301,754	83.10
Mustang	0	0.00	0	0.00	24,123	11.50	0	0.00	207,462	98.90	179,772	85.70	208,510	99.40
Tempo	0	0.00	0	0.00	0	0.00	0	0.00	141,299	93.00	21,271	14.00	147,528	97.10
Taurus	0	0.00	18,577	4.70	0	0.00	0	0.00	280,240	70.90	261,268	66.10	395,261	100.00
Thunderbird	0	0.00	17,230	15.00	0	0.00	0	0.00	113,834	99.10	0	0.00	114,868	100.00
Probe*	0	0.00	0	0.00	33,220	16.50	0	0.00	93,016	46.20	59,192	29.40	160,061	79.50
Total L-M Division	158,191	30.97	32,517	6.37	0	0.00	0	0.00	460,239	90.09	447,981	87.69	460,132	90.07
Total Mercury	0	0.00	4,050	1.37	0	0.00	0	0.00	244,273	82.83	232,015	78.68	244,166	82.80
Topaz	0	0.00	0	0.00	0	0.00	0	0.00	29,918	44.70	16,197	24.20	16,197	24.20
Cougar	0	0.00	0	10.10	0	0.00	0	0.00	96,242	98.90	97,312	100.00	97,312	100.00
Sable	0	0.00	4,050	3.10	0	0.00	0	0.00	118,114	90.40	118,506	90.70	130,657	100.00
Total Lincoln	158,191	73.25	28,466	13.18	0	0.00	0	0.00	215,966	100.00	215,966	100.00	215,966	100.00
Continental	0	0.00	18,026	31.20	0	0.00	0	0.00	57,775	100.00	57,775	100.00	57,775	100.00
Mark VII	29,658	100.00	1,957	6.60	0	0.00	0	0.00	29,658	100.00	29,658	100.00	29,658	100.00
Town Car	128,533	100.00	8,483	6.60	0	0.00	0	0.00	128,533	100.00	128,533	100.00	128,533	100.00
GENERAL MOTORS	**159,768**	**4.71**	**49,859**	**1.47**	**84,793**	**2.50**	**83,213**	**2.45**	**1,894,184**	**55.81**	**1,926,757**	**56.77**	**826,672**	**24.36**
Total Buick	42,592	8.40	10,615	2.09	0	0.00	0	0.00	416,101	82.11	381,025	75.18	212,361	41.90
Skyhawk	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	2,196	9.40	0	0.00
Skylark/Somerset	0	0.00	0	0.00	0	0.00	0	0.00	25,662	41.70	34,647	56.30	0	0.00
Century	0	0.00	0	0.00	0	0.00	0	0.00	127,748	83.60	94,742	62.00	47,676	31.20
Riviera	8,921	42.10	4,344	20.50	0	0.00	0	0.00	21,189	100.00	21,189	100.00	21,189	100.00
Electra	17,967	21.50	4,596	5.50	0	0.00	0	0.00	83,482	99.90	83,566	100.00	79,973	95.70
LeSabre (fwd)	15,705	10.50	0	0.00	0	0.00	0	0.00	143,290	95.80	130,128	87.00	52,201	34.90
LeSabre (rwd)	0	0.00	0	0.00	0	0.00	0	0.00	7,720	99.70	7,549	97.50	4,313	55.70
Reatta	0	0.00	1,675	23.90	0	0.00	0	0.00	7,009	100.00	7,009	100.00	7,009	100.00
Total Cadillac	37,518	13.58	9,085	3.29	0	0.00	0	0.00	42,765	15.48	276,330	100.00	276,330	100.00
Eldorado	764	2.47	2,016	6.52	0	0.00	0	0.00	6,278	20.30	30,925	100.00	30,925	100.00
Seville	1,700	7.42	1,143	4.99	0	0.00	0	0.00	5,647	24.65	22,909	100.00	22,909	100.00
Brougham (rwd)	0	0.00	1,059	2.63	0	0.00	0	0.00	6,570	16.32	40,260	100.00	40,260	100.00
Deville (fwd)	35,054	19.59	4,867	2.72	0	0.00	0	0.00	20,972	11.72	178,938	100.00	178,938	100.00
Allante	0	0.00	0	0.00	0	0.00	0	0.00	3,298	100.00	3,298	100.00	3,298	100.00
Total Chevrolet	60,295	4.73	0	0.00	61,914	4.85	44,628	3.50	647,033	50.73	519,155	40.70	54,072	4.24
Cavalier	0	0.00	0	0.00	30,507	8.10	0	0.00	66,286	17.60	54,611	14.50	0	0.00
Camaro	0	0.00	0	0.00	0	0.00	44,628	40.30	99,333	89.70	61,682	55.70	27,463	24.80
Celebrity	0	0.00	0	0.00	0	0.00	0	0.00	89,815	58.60	48,126	31.40	0	0.00
Corsica/Beretta	0	0.00	0	0.00	26,124	6.35	0	0.00	216,813	52.70	202,413	49.20	0	0.00
Caprice	60,295	30.60	0	0.00	0	0.00	0	0.00	148,374	75.30	125,911	63.90	197	0.10
Corvette	0	0.00	0	0.00	5,262	20.00	0	0.00	26,412	100.00	26,412	100.00	26,412	100.00
Total Oldsmobile	19,363	3.63	10,854	2.03	3,297	0.62	0	0.00	409,475	76.71	379,404	71.07	183,179	34.31
Calais	0	0.00	0	0.00	3,297	3.00	0	0.00	69,231	63.[illegible]	41,868	38.10	0	0.00
Cutlass Ciera	0	0.00	400	0.60	0	0.00	0	0.00	59,485	74.40	54,288	67.90	0	0.00
Cutlass Supreme	0	0.00	4,301	4.30	0	0.00	0	0.00	62,616	62.60	73,619	73.60	50,813	50.80
Toronado	0	0.00	1,906	19.30	0	0.00	0	0.00	9,877	100.00	9,877	100.00	9,877	100.00
Olds 88	9,274	6.10	0	0.00	0	0.00	0	0.00	135,163	88.90	126,648	83.30	50,629	33.30
Olds 98	10,088	13.80	4,167	5.70	0	0.00	0	0.00	73,103	100.00	73,103	100.00	71,860	98.30
Total Pontiac	0	0.00	19,305	2.41	19,582	2.44	38,586	4.81	378,811	47.26	370,843	46.26	100,730	12.57
Sunbird	0	0.00	0	0.00	7,261	5.20	0	0.00	12,708	9.10	9,915	7.10	0	0.00
Grand Am	0	0.00	246	0.10	12,321	5.00	0	0.00	46,819	19.00	75,650	30.70	11,828	4.80
Firebird	0	0.00	0	0.00	0	0.00	38,586	59.91	53,025	82.33	53,025	82.33	33,111	51.41
Grand Prix	0	0.00	9,508	6.95	0	0.00	0	0.00	104,789	76.63	115,387	84.38	35,390	25.88
Pontiac 6000	0	0.00	0	0.00	0	0.00	0	0.00	71,597	71.18	49,146	48.86	1,539	1.53
Bonneville	0	0.00	9,551	8.79	0	0.00	0	0.00	85,434	78.63	63,442	58.39	14,831	13.65
Safari/Parisienne	0	0.00	0	0.00	0	0.00	0	0.00	4,438	86.24	4,276	83.10	4,030	78.32
HONDA	**0**	**0.00**	**60,143**	**17.31**	**0**	**0.00**	**0**	**0.00**	**262,833**	**75.65**	**262,833**	**75.65**	**262,833**	**75.65**
Civic	0	0.00	0	0.00	0	0.00	0	0.00	73,151	63.00	73,151	63.00	73,151	63.00
Accord	0	0.00	60,143	26.00	0	0.00	0	0.00	189,682	82.00	189,682	82.00	189,682	82.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**0**	**0.00**	**3,761**	**2.46**	**0**	**0.00**	**0**	**0.00**	**90,690**	**59.25**	**13,876**	**10.37**	**6,394**	[illegible]
Corolla	0	0.00	2,098	3.00	0	0.00	0	0.00	8,394	12.00	6,394	12.00	6,394	12.00
Nova/Prizm	0	0.00	1,663	2.00	0	0.00	0	0.00	82,296	99.00	7,482	9.00	0	0.00
TOYOTA	**0**	**0.00**	**19,941**	**17.00**	**0**	**0.00**	**0**	**0.00**	**82,976**	**76.70**	**82,976**	**76.70**	**22,976**	[illegible]
Total Cars, U.S.	**317,959**	**4.96**	**216,707**	**3.86**	**131,534**	**1.36**	**91,139**	**1.29**	**3,982,173**	**66.34**	**3,628,472**	**51.37**	**3,212,475**	**48.47**

*Probe numbers not included in Ford total; Probe is built at Mazda Flat Rock, Mi. plant. **Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Miscellaneous options on 1989 U.S. models

	Rear Window Defogger	Percent of Output	Two-Tone Paint	Percent of Output	Automatic Seatbelts	Percent of Output	Airbags	Percent of Output	Electronic Dashboard Display	Percent of Output
CHRYSLER MOTORS	**683,710**	**70.22**	**45,562**	**4.68**	**156,761**	**16.10**	**144,912**	**14.88**	**179,473**	**18.43**
Total Plymouth	164,098	61.13	31,037	11.56	39,577	14.74	4,840	1.80	0	0.00
Horizon	45,341	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Sundance	92,589	88.90	31,037	29.80	39,577	38.00	0	0.00	0	0.00
Reliant	21,571	59.90	0	0.00	0	0.00	0	0.00	0	0.00
Acclaim	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Gran Fury	4,596	92.20	0	0.00	0	0.00	4,840	97.10	0	0.00
Total Chrysler	224,097	100.00	14,525	6.48	0	0.00	65,260	29.12	84,780	37.83
LeBaron J	99,633	100.00	13,949	14.00	0	0.00	65,260	65.50	7,871	7.90
LeBaron GTS	6,549	100.00	576	8.80	0	0.00	0	0.00	157	2.40
New Yorker C-Class	100,461	100.00	0	0.00	0	0.00	0	0.00	76,752	76.40
Fifth Avenue	17,454	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Dodge	295,516	61.42	0	0.00	117,184	24.36	74,812	15.55	94,693	19.68
Omni	46,239	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Daytona	80,878	100.00	0	0.00	80,878	100.00	74,812	92.50	80,878	100.00
Shadow	0	0.00	0	0.00	36,306	36.40	0	0.00	13,765	13.80
Aries	20,313	55.00	0	0.00	0	0.00	0	0.00	0	0.00
Dynasty	137,718	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Lancer	5,019	100.00	0	0.00	0	0.00	0	0.00	50	1.00
Spirit	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Diplomat	5,349	83.20	0	0.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	**1,543,768**	**88.43**	**68,640**	**3.93**	**97,312**	**5.57**	**65,927**	**3.78**	**226,286**	**12.96**
Total Ford Div.	1,038,042	84.06	65,495	5.30	0	0.00	6,077	0.49	32,411	2.62
Escort	314,101	86.50	33,044	9.10	0	0.00	0	0.00	0	0.00
Mustang	110,338	52.60	26,221	12.50	0	0.00	0	0.00	0	0.00
Tempo	144,185	94.90	6,229	4.10	0	0.00	6,077	4.00	0	0.00
Taurus	354,549	89.70	0	0.00	0	0.00	0	0.00	32,411	8.20
Thunderbird	114,868	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Probe*	192,475	95.60	0	0.00	201,334	100.00	0	0.00	40,468	20.10
Total L-M Division	505,726	98.99	3,146	0.62	97,312	19.05	59,850	11.72	193,875	37.95
Total Mercury	289,760	98.26	3,146	1.07	97,312	33.00	2,075	0.70	109,237	37.04
Topaz	64,788	96.80	3,146	4.70	0	0.00	2,075	3.10	0	0.00
Cougar	96,144	98.80	0	0.00	97,312	100.00	0	0.00	92,252	94.80
Sable	128,828	98.60	0	0.00	0	0.00	0	0.00	16,985	13.00
Total Lincoln	215,966	100.00	0	0.00	0	0.00	57,775	26.75	84,638	39.19
Continental	57,775	100.00	0	0.00	0	0.00	57,775	100.00	57,775	100.00
Mark VII	29,658	100.00	0	0.00	0	0.00	0	0.00	5,012	16.90
Town Car	128,533	100.00	0	0.00	0	0.00	0	0.00	21,851	17.00
GENERAL MOTORS	**2,361,914**	**69.59**	**237,263**	**6.99**	**1,243,819**	**36.65**	**276,190**	**8.14**	**608,426**	**17.93**
Total Buick	440,888	87.00	13,232	2.61	294,678	58.15	0	0.00	34,643	6.84
Skyhawk	19,949	85.40	0	0.00	0	0.00	0	0.00	0	0.00
Skylark/Somerset	47,447	77.10	5,969	9.70	61,540	100.00	0	0.00	0	0.00
Century	128,665	84.20	0	0.00	0	0.00	0	0.00	0	0.00
Riviera	21,189	100.00	2,416	11.40	0	0.00	0	0.00	21,189	100.00
Electra	83,315	99.70	4,847	5.80	83,566	100.00	0	0.00	13,454	16.10
LeSabre (fwd)	126,089	84.30	0	0.00	149,572	100.00	0	0.00	0	0.00
LeSabre (rwd)	7,224	93.30	0	0.00	0	0.00	0	0.00	0	0.00
Reatta	7,009	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Cadillac	238,657	86.37	9,308	3.37	276,330	100.00	273,032	98.81	190,990	69.12
Eldorado	30,925	100.00	4,963	16.05	30,925	100.00	30,925	100.00	30,925	100.00
Seville	21,514	93.91	1,047	4.57	22,909	100.00	22,909	100.00	22,909	100.00
Brougham (rwd)	34,330	85.27	0	0.00	40,260	100.00	40,260	100.00	40,260	100.00
Deville (fwd)	148,590	83.04	0	0.00	178,938	100.00	178,938	100.00	94,086	52.58
Allante	3,298	100.00	3,298	100.00	3,298	100.00	0	0.00	2,810	85.20
Total Chevrolet	862,448	67.62	56,205	4.41	0	0.00	0	0.00	68,982	5.41
Cavalier	230,118	61.10	0	0.00	0	0.00	0	0.00	23,727	6.30
Camaro	59,578	53.80	0	0.00	0	0.00	0	0.00	0	0.00
Celebrity	112,192	73.20	16,246	10.60	0	0.00	0	0.00	0	0.00
Corsica/Beretta	282,227	68.60	29,909	7.27	0	0.00	0	0.00	45,255	11.00
Caprice	151,921	77.10	10,049	5.10	0	0.00	0	0.00	0	0.00
Corvette	26,412	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Total Oldsmobile	383,949	71.93	49,629	9.30	426,393	79.88	3,158	0.59	123,400	23.12
Calais	67,363	61.30	0	0.00	109,891	100.00	0	0.00	0	0.00
Cutlass Ciera	58,845	73.60	0	0.00	0	0.00	0	0.00	0	0.00
Cutlass Supreme	70,618	70.60	48,513	48.50	100,026	100.00	0	0.00	100,026	100.00
Toronado	9,877	100.00	1,116	11.30	0	0.00	0	0.00	9,877	100.00
Olds 88	117,374	77.20	0	0.00	143,373	94.30	2,281	1.50	5,017	3.30
Olds 98	59,871	81.90	0	0.00	73,103	100.00	877	1.20	8,480	11.60
Total Pontiac	435,972	54.39	108,880	13.58	246,418	30.74	0	0.00	190,411	23.75
Sunbird	81,692	58.50	20,380	14.60	0	0.00	0	0.00	0	0.00
Grand Am	139,473	56.60	33,266	13.50	246,418	100.00	0	0.00	0	0.00
Firebird	43,223	67.11	12,224	18.98	0	0.00	0	0.00	0	0.00
Grand Prix	0	0.00	0	0.00	0	0.00	0	0.00	136,747	100.00
Pontiac 6000	78,980	78.52	17,683	17.58	0	0.00	0	0.00	1,543	1.53
Bonneville	88,150	81.13	25,327	23.31	0	0.00	0	0.00	52,121	47.97
Safari/Parisienne	4,454	86.56	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	**347,432**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Civic	116,113	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	231,319	100.00	0	0.00	0	0.00	0	0.00	0	0.00
MAZDA**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**118,805**	**77.61**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Corolla	35,675	51.00	0	0.00	0	0.00	0	0.00	0	0.00
Nova/Prizm	83,130	100.00	0	0.00	0	0.00	0	0.00	0	0.00
TOYOTA	**100,106**	**100.00**	**0**	**0.00**	**100,106**	**100.00**	**0**	**0.00**	**0**	**0.00**
Total Cars, U.S.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	22.72	[illegible]	[illegible]	[illegible]	[illegible]

Engine options on 1989 import models

Note: All numbers are based on 1989 model car sales in 1988 and 1989 calendar years.

	V-8 Gasoline	Percent of Installation	6-Cylinder Gasoline	Percent of Installation	4-Cylinder Gasoline	Percent of Installation	Multi-Valve Engine	Percent of Installation	Turbo-charging	Percent of Installation	Fuel Injection	Percent of Installation
ACURA	**0**	**0.00**	**72,702**	**51.67**	**72,702**	**51.67**	**140,713**	**100.00**	**0**	**0.00**	**140,713**	**100.00**
Legend	0	0.00	72,702	100.00	0	0.00	68,011	100.00	0	0.00	68,011	100.00
Integra	0	0.00	0	0.00	72,702	100.00	72,702	100.00	0	0.00	72,702	100.00
ALFA ROMEO	**0**	**0.00**	**491**	**27.54**	**1,292**	**72.46**	**0**	**0.00**	**0**	**0.00**	**1,783**	**100.00**
AUDI	**0**	**0.00**	**0**	**0.00**	**2,061**	**16.63**	**0**	**0.00**	**1,890**	**15.25**	**12,390**	**100.00**
80/90	0	0.00	0	0.00	2,061	41.09	0	0.00	0	0.00	5,016	100.00
100/200	0	0.00	0	0.00	0	0.00	0	0.00	1,890	25.63	7,374	100.00
BMW	**0**	**0.00**	**58,983**	**93.35**	**978**	**1.55**	**1,332**	**2.11**	**31,859**	**50.41**	**31,336**	**49.59**
3-Series	0	0.00	30,881	96.93	978	3.07	978	3.07	31,859	100.00	0	0.00
5-Series	0	0.00	19,100	100.00	0	0.00	0	0.00	0	0.00	19,100	100.00
6-Series	0	0.00	1,837	100.00	0	0.00	354	19.27	0	0.00	1,837	100.00
7-Series*	0	0.00	7,175	69.00	0	0.00	0	0.00	0	0.00	10,399	100.00
CHEVROLET/GEO	**0**	**0.00**	**0**	**0.00**	**107,454**	**100.00**	**0**	**0.00**	**0**	**0.00**	**46,752**	**100.00**
Sprint/Metro	0	0.00	0	0.00	46,752	100.00	0	0.00	0	0.00	46,752	100.00
Spectrum	0	0.00	0	0.00	60,702	100.00	0	0.00	0	0.00	0	0.00
CHRYSLER MOTORS	**0**	**0.00**	**0**	**0.00**	**138,154**	**100.00**	**3,642**	**2.64**	**9,506**	**6.88**	**133,625**	**96.72**
Colt	0	0.00	0	0.00	76,933	100.00	0	0.00	769	1.00	76,164	99.00
Conquest	0	0.00	0	0.00	4,977	100.00	0	0.00	4,977	100.00	4,977	100.00
Vista	0	0.00	0	0.00	15,554	100.00	0	0.00	0	0.00	15,554	100.00
Summit	0	0.00	0	0.00	27,213	100.00	3,266	12.00	0	0.00	27,213	100.00
Medallion	0	0.00	0	0.00	9,717	100.00	0	0.00	0	0.00	9,717	100.00
TC	0	0.00	0	0.00	3,760	100.00	376	10.00	3,760	100.00	0	0.00
DAIHATSU	**0**	**0.00**	**0**	**0.00**	**3,507**	**28.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**0**	**0.00**	**75,000**	**100.00**	**0**	**0.00**	**0**	**0.00**	**27,975**	**37.30**
HONDA	**0**	**0.00**	**0**	**0.00**	**319,158**	**100.00**	**319,158**	**100.00**	**0**	**0.00**	**162,715**	**50.98**
Civic/CRX	0	0.00	0	0.00	124,144	100.00	124,144	100.00	0	0.00	124,144	100.00
Accord	0	0.00	0	0.00	142,679	100.00	142,679	100.00	0	0.00	0	0.00
Prelude	0	0.00	0	0.00	52,335	100.00	52,335	100.00	0	0.00	38,571	73.70
ISUZU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
I-Mark	0	0.00	0	0.00	11,726	100.00	3,436	29.30	164	1.40	3,588	30.60
Impulse	0	0.00	0	0.00	3,153	100.00	0	0.00	1,438	45.60	3,153	100.00
JAGUAR	**6,843**	**30.67**	**15,469**	**69.33**	**0**	**0.00**	**15,469**	**69.33**	**0**	**0.00**	**22,312**	**100.00**
MERCURY	**0**	**0.00**	**1,462**	**36.82**	**2,509**	**63.18**	**0**	**0.00**	**2,509**	**63.18**	**3,971**	**63.18**
XR4Ti	0	0.00	0	0.00	2,509	100.00	0	0.00	2,509	100.00	2,509	100.00
Scorpio	0	0.00	1,462	100.00	0	0.00	0	0.00	0	0.00	1,462	100.00
MERCEDES-BENZ	**24,303**	**30.83**	**53446.8**	**97.80**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**78840**	**100.00**
190	0	0.00	14,379	97.80	0	0.00	0	0.00	0	0.00	14,702	100.00
260/300	0	0.00	28,270	100.00	0	0.00	0	0.00	0	0.00	28,270	100.00
300/420/560 SEL	13,993	54.75	10,798	42.25	0	0.00	0	0.00	0	0.00	25,558	100.00
560 SL	8,467	100.00	0	0.00	0	0.00	0	0.00	0	0.00	8,467	100.00
560 SEC	1,843	100.00	0	0.00	0	0.00	0	0.00	0	0.00	1,843	100.00
MITSUBISHI	**0**	**0.00**	**2,129**	**2.80**	**73,830**	**97.20**	**0**	**0.00**	**990**	**1.30**	**58,923**	**77.57**
Starion	0	0.00	0	0.00	152	100.00	0	0.00	152	100.00	152	100.00
Mirage	0	0.00	0	0.00	20,941	100.00	0	0.00	838	4.00	20,941	100.00
Galant	0	0.00	0	0.00	35,701	100.00	0	0.00	0	0.00	35,701	100.00
Sigma	0	0.00	2,129	100.00	0	0.00	0	0.00	0	0.00	2,129	100.00
Precis	0	0.00	0	0.00	17,036	100.00	0	0.00	0	0.00	0	0.00
NISSAN	**0**	**0.00**	**129,900**	**31.37**	**284,124**	**68.63**	**16,974**	**4.10**	**2,153**	**0.52**	**414,024**	**100.00**
Sentra	0	0.00	0	0.00	151,235	100.00	0	0.00	0	0.00	151,235	100.00
Pulsar	0	0.00	0	0.00	26,271	100.00	5,254	20.00	0	0.00	26,271	100.00
Stanza	0	0.00	0	0.00	37,625	100.00	0	0.00	0	0.00	37,625	100.00
Maxima	0	0.00	105,982	100.00	0	0.00	0	0.00	0	0.00	105,982	100.00
200SX/240SX	0	0.00	0	0.00	68,993	100.00	0	0.00	0	0.00	68,993	100.00
300ZX	0	0.00	23,918	100.00	0	0.00	11,720	49.00	2,153	9.00	23,918	100.00
PEUGEOT	**0**	**0.00**	**0**	**0.00**	**8,626**	**100.00**	**2,062**	**23.90**	**0**	**0.00**	**8,626**	**100.00**
PONTIAC LeMans	**0**	**0.00**	**0**	**0.00**	**62,748**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**1,087**	**10.15**	**5,939**	**55.45**	**3,684**	**34.40**	**2,056**	**19.20**	**2,301**	**21.48**	**10,710**	**100.00**
SAAB	**0**	**0.00**	**0**	**0.00**	**34,144**	**100.00**	**34,144**	**100.00**	**15,912**	**46.60**	**34,144**	**100.00**
900	0	0.00	0	0.00	6,473	100.00	6,473	100.00	0	0.00	6,473	100.00
900S	0	0.00	0	0.00	8,814	100.00	8,814	100.00	0	0.00	8,814	100.00
900 Turbo	0	0.00	0	0.00	9,076	100.00	9,076	100.00	9,076	100.00	9,076	100.00
9000S	0	0.00	0	0.00	2,945	100.00	2,945	100.00	0	0.00	2,945	100.00
9000CD	0	0.00	0	0.00	3,351	100.00	3,351	100.00	3,351	100.00	3,351	100.00
9000 Turbo	0	0.00	0	0.00	3,485	100.00	3,485	100.00	3,485	100.00	3,485	100.00
STERLING	**0**	**0.00**	**4,554**	**100.00**	**0**	**0.00**	**4,554**	**100.00**	**0**	**0.00**	**4,554**	**100.00**
SUBARU	**0**	**0.00**	**3,089**	**4.17**	**84,360**	**95.83**	**0**	**0.00**	**1,997**	**2.27**	**66,427**	**75.40**
Hatchback	0	0.00	0	0.00	1,312	100.00	0	0.00	0	0.00	0	0.00
3 dr./4 dr./Wagon	0	0.00	0	0.00	57,380	100.00	0	0.00	1,997	3.48	57,380	100.00
XT/XT6	0	0.00	3,089	40.60	5,380	59.40	0	0.00	0	0.00	9,038	100.00
Justy	0	0.00	0	0.00	20,286	100.00	0	0.00	0	0.00	0	0.00
SUZUKI Swift	**0**	**0.00**	**0**	**0.00**	**6,474**	**100.00**	**4,985**	**77.00**	**0**	**0.00**	**6,474**	**100.00**
TOYOTA	**0**	**0.00**	**96,801**	**13.64**	**569,080**	**83.02**	**0**	**0.00**	**62,622**	**8.83**	**41,002**	**5.78**
Corolla	0	0.00	0	0.00	193,888	91.70	0	0.00	0	0.00	17,549	8.30
Tercel	0	0.00	0	0.00	115,271	100.00	0	0.00	0	0.00	0	0.00
Camry	0	0.00	51,209	19.00	218,312	81.00	0	0.00	0	0.00	0	0.00
Cressida	0	0.00	27,787	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Celica	0	0.00	0	0.00	61,609	100.00	0	0.00	61,547	99.90	616	1.00
Supra	0	0.00	17,805	100.00	0	0.00	0	0.00	0	0.00	17,805	100.00
MR2	0	0.00	0	0.00	0	0.00	0	0.00	1,075	17.60	5,031	82.40
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**126,574**	**97.82**	**0**	**0.00**	**0**	**0.00**	**126,574**	[illegible]
Fox	0	0.00	0	0.00	38,511	100.00	0	0.00	0	0.00	38,511	100.00
Jetta	0	0.00	0	0.00	52,411	93.10	0	0.00	0	0.00	52,411	93.10
Cabriolet	0	0.00	0	0.00	10,531	100.00	0	0.00	0	0.00	10,531	100.00
Golf/GTI	0	0.00	0	0.00	25,121	100.00	0	0.00	0	0.00	25,121	100.00
VOLVO	**0**	**0.00**	**2,700**	**2.71**	**99,283**	**97.29**	**8,237**	**8.07**	**21,246**	**20.82**	**102,049**	**100.00**
200-Series	0	0.00	0	0.00	42,702	100.00	0	0.00	0	0.00	42,702	100.00
700-Series	0	0.00	2,700	4.66	56,581	95.34	8,237	13.88	21,246	35.80	59,347	100.00
TOTAL CARS, IMPORT	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

*[illegible]

OPTIONS/EQUIPMENT

Transmission options on 1989 import models

	Automatic Transmission	Percent of Installation	4-Speed Manual	Percent of Installation	5-Speed Manual	Percent of Installation	Four Wheel Drive	Percent of Installation	Limited Slip Differential	Percent of Installation
ACURA	**87,087**	**61.89**	**0**	**0.00**	**53,626**	**38.11**	**0**	**0.00**	**0**	**0.00**
Legend	57,061	83.90	0	0.00	10,950	16.10	0	0.00	0	0.00
Integra	30,026	41.30	0	0.00	42,676	58.70	0	0.00	0	0.00
ALFA ROMEO	**150**	**8.40**	**0**	**0.00**	**1,748**	**98.04**	**0**	**0.00**	**1,472**	**82.56**
AUDI	**7,792**	**62.89**	**0**	**0.00**	**4,598**	**37.11**	**2,495**	**20.14**	**2,495**	**20.14**
80/90	2,053	40.93	0	0.00	2,963	59.07	1,249	24.90	1,249	24.90
100/200	5,739	77.83	0	0.00	1,635	22.17	1,246	16.90	1,246	16.90
BMW	**36,971**	**58.50**	**0**	**0.00**	**15,987**	**25.30**	**1,892**	**2.99**	**4,303**	**6.81**
3-Series	20,071	63.00	0	0.00	11,788	37.00	1,892	5.94	978	3.07
5-Series	15,565	81.49	0	0.00	3,541	18.54	0	0.00	0	0.00
6-Series	1,335	72.67	0	0.00	502	27.33	0	0.00	725	39.47
7-Series	0	0.00	0	0.00	156	1.50	0	0.00	2,600	25.00
CHEVROLET/GEO	**48,998**	**45.60**	**0**	**0.00**	**58,456**	**54.40**	**0**	**0.00**	**0**	**0.00**
Sprint/Metro	16,644	35.60	0	0.00	30,108	64.40	0	0.00	0	0.00
Spectrum	32,354	53.30	0	0.00	28,348	46.70	0	0.00	0	0.00
CHRYSLER MOTORS	**65,052**	**47.09**	**16,156**	**11.69**	**56,946**	**41.22**	**8,366**	**6.06**	**465**	**0.34**
Colt	24,619	32.00	16,156	21.00	36,159	47.00	3,077	4.00	154	0.20
Conquest	1,692	34.00	0	0.00	3,285	66.00	0	0.00	0	0.00
Vista	7,933	51.00	0	0.00	7,621	49.00	5,288	34.00	311	2.00
Summit	18,777	69.00	0	0.00	8,436	31.00	0	0.00	0	0.00
Medallion	8,648	89.00	0	0.00	1,069	11.00	0	0.00	0	0.00
TC	3,384	90.00	0	0.00	376	10.00	0	0.00	0	0.00
DAIHATSU	**3,086**	**24.00**	**0**	**0.00**	**9,619**	**76.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**4,672**	**37.30**	**43,875**	**58.50**	**3,150**	**4.20**	**0**	**0.00**	**0**	**0.00**
HONDA	**140,473**	**44.81**	**24,208**	**7.58**	**154,601**	**48.44**	**1,986**	**0.62**	**0**	**0.00**
Civic/CRX	24,705	19.90	24,208	19.50	75,355	60.70	1,986	1.60	0	0.00
Accord	94,311	66.10	0	0.00	48,368	33.90	0	0.00	0	0.00
Prelude	21,457	41.00	0	0.00	30,878	59.00	0	0.00	0	0.00
ISUZU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
I-Mark	4,092	34.90	0	0.00	7,634	65.10	0	0.00	0	0.00
Impulse	1,037	32.90	0	0.00	2,116	67.10	0	0.00	1,438	45.60
JAGUAR	**22,312**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**22,312**	**100.00**
MERCURY	**2,809**	**70.73**	**0**	**0.00**	**1,162**	**29.27**	**0**	**0.00**	**0**	**0.00**
XR4Ti	1,387	55.30	0	0.00	1,122	44.70	0	0.00	0	0.00
Scorpio	1,421	97.20	0	0.00	41	2.80	0	0.00	0	0.00
MERCEDES-BENZ	**78,693**	**18.46**	**0**	**0.00**	**147**	**0.19**	**0**	**0.00**	**0**	**0.00**
190	14,555	99.00	0	0.00	147	1.00	0	0.00	0	0.00
260/300	28,270	100.00	0	0.00	0	0.00	0	0.00	0	0.00
300/420/560 SEL	25,558	100.00	0	0.00	0	0.00	0	0.00	5,891	23.05
560 SL	8,467	100.00	0	0.00	0	0.00	0	0.00	8,467	100.00
560 SEC	1,843	100.00	0	0.00	0	0.00	0	0.00	1,843	100.00
MITSUBISHI	**51,418**	**67.69**	**5,452**	**7.18**	**19,089**	**25.13**	**0**	**0.00**	**0**	**0.00**
Starion	0	0.00	0	0.00	152	100.00	0	0.00	0	0.00
Mirage	15,496	74.00	0	0.00	5,445	26.00	0	0.00	0	0.00
Galant	27,490	77.00	0	0.00	8,211	23.00	0	0.00	0	0.00
Sigma	2,129	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Precis	6,303	37.00	5,452	32.00	5,281	31.00	0	0.00	0	0.00
NISSAN	**170,666**	**41.22**	**0**	**0.00**	**97,661**	**23.80**	**756**	**0.18**	**11,720**	**2.83**
Sentra	935	3.56	0	0.00	5,926	3.92	756	0.50	0	0.00
Pulsar	11,822	45.00	0	0.00	14,186	54.00	0	0.00	0	0.00
Stanza	27,466	73.00	0	0.00	10,159	27.00	0	0.00	0	0.00
Maxima	85,845	81.00	0	0.00	19,077	18.00	0	0.00	0	0.00
200SX/240SX	33,117	48.00	0	0.00	35,876	52.00	0	0.00	0	0.00
300ZX	11,481	48.00	0	0.00	12,437	52.00	0	0.00	11,720	49.00
PEUGEOT	**5,444**	**63.11**	**0**	**0.00**	**3,182**	**36.89**	**0**	**0.00**	**2,154**	**24.97**
PONTIAC LeMans	**32,227**	**51.36**	**17,249**	**27.49**	**13,271**	**21.15**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**1,107**	**10.34**	**0**	**0.00**	**9,603**	**89.66**	**9,896**	**92.40**	**1,575**	**14.71**
SAAB	**15,404**	**45.12**	**0**	**0.00**	**18,740**	**54.88**	**0**	**0.00**	**0**	**0.00**
900	2,266	35.00	0	0.00	4,207	65.00	0	0.00	0	0.00
900S	3,437	39.00	0	0.00	5,377	61.00	0	0.00	0	0.00
900 Turbo	3,630	40.00	0	0.00	5,446	60.00	0	0.00	0	0.00
9000S	1,708	58.00	0	0.00	1,237	42.00	0	0.00	0	0.00
9000CD	2,446	73.00	0	0.00	905	27.00	0	0.00	0	0.00
9000 Turbo	1,917	55.00	0	0.00	1,568	45.00	0	0.00	0	0.00
STERLING	**4,326**	**99.50**	**0**	**0.00**	**23**	**0.50**	**0**	**0.00**	**0**	**0.00**
SUBARU	**39,740**	**46.15**	**11,582**	**13.16**	**14,066**	**16.90**	**9,312**	**10.80**	**4,476**	[illegible]
Hatchback	211	16.08	847	64.56	254	19.36	847	64.56	0	0.00
3 dr./4 dr./Wagon	24,987	43.54	0	0.00	6,393	11.14	5,033	8.77	4,476	[illegible]
XT/XT6	4,991	55.22	0	0.00	4,047	44.78	3,432	37.97	0	0.00
Justy	9,551	47.08	10,735	52.92	3,372	16.62	0	0.00	0	0.00
SUZUKI Swift	**4,014**	**62.00**	**0**	**0.00**	**2,460**	**38.00**	**0**	**0.00**	**0**	**0.00**
TOYOTA	**508,914**	**71.72**	**95,304**	**13.43**	**105,664**	**14.89**	**15,817**	**2.23**	**0**	**0.00**
Corolla	147,794	69.90	63,643	30.10	0	0.00	7,400	3.50	0	0.00
Tercel	57,866	50.20	17,752	15.40	39,999	34.70	0	0.00	0	0.00
Camry	233,675	86.70	0	0.00	35,846	13.30	8,355	3.10	0	0.00
Cressida	27,787	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Celica	31,790	51.60	0	0.00	29,819	48.40	62	0.10	0	0.00
Supra	8,689	48.80	9,116	51.20	0	0.00	0	0.00	0	0.00
MR2	1,313	21.50	4,793	78.50	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	**31,469**	**24.12**	**33,004**	**25.30**	**65,985**	**50.58**	**0**	**0.00**	**0**	**0.00**
Fox	0	0.00	33,004	85.70	5,507	14.30	0	0.00	0	0.00
Jetta	20,041	35.60	0	0.00	36,254	64.40	0	0.00	0	0.00
Cabriolet	4,118	39.10	0	0.00	6,413	60.90	0	0.00	0	0.00
Golf/GTI	7,310	29.10	0	0.00	17,811	70.90	0	0.00	0	0.00
VOLVO	**92,647**	**90.79**	**9,354**	**9.17**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
200-Series	35,870	84.00	6,832	16.00	0	0.00	0	0.00	0	0.00
700-Series	56,777	95.67	2,522	4.25	0	0.00	0	0.00	0	0.00
TOTAL CARS, IMPORT	[illegible]	**64.70**	[illegible]	[illegible]	[illegible]	**27.14**	[illegible]	[illegible]	[illegible]	[illegible]

*Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Radio options on 1989 import models

	AM/FM Stereo	Percent of Installation	AM/FM Stereo w/Cassette	Percent of Installation	AM/FM Stereo w/Cassette Graphic Equalizer	Percent of Installation	AM/FM Stereo w/Compact Disc Player	Percent of Installation
ACURA	**0**	**0.00**	**57,608**	**40.94**	**56,853**	**40.40**	**0**	**0.00**
Legend	0	0.00	41,759	61.40	0	0.00	0	0.00
Integra	0	0.00	15,849	21.80	56,853	78.20	0	0.00
ALFA ROMEO	**0**	**0.00**	**1,212**	**67.96**	**0**	**0.00**	**0**	**0.00**
AUDI	**0**	**0.00**	**12,390**	**100.00**	**0**	**0.00**	**0**	**0.00**
80/90	0	0.00	5,016	100.00	0	0.00	0	0.00
100/200	0	0.00	7,374	100.00	0	0.00	0	0.00
BMW	**0**	**0.00**	**52,796**	**83.64**	**0**	**0.00**	**0**	**0.00**
3-Series	0	0.00	31,859	100.00	0	0.00	0	0.00
5-Series	0	0.00	19,100	100.00	0	0.00	0	0.00
6-Series	0	0.00	1,837	100.00	0	0.00	0	0.00
7-Series	0	0.00	0	0.00	0	0.00	0	0.00
CHEVROLET/GEO	**47,670**	**44.36**	**18,630**	**17.34**	**0**	**0.00**	**0**	**0.00**
Sprint/Metro	22,721	48.60	6,732	14.40	0	0.00	0	0.00
Spectrum	24,949	41.10	11,898	19.60	0	0.00	0	0.00
CHRYSLER MOTORS	**59,022**	**42.72**	**17,337**	**12.55**	**7,618**	**5.51**	**0**	**0.00**
Colt	25,388	33.00	2,308	3.00	231	0.30	0	0.00
Conquest	0	0.00	0	0.00	4,977	100.00	0	0.00
Vista	14,683	94.40	871	5.60	0	0.00	0	0.00
Summit	14,967	55.00	5,443	20.00	1,633	6.00	0	0.00
Medallion	3,984	41.00	4,956	51.00	777	8.00	0	0.00
TC	0	0.00	3,760	100.00	0	0.00	0	0.00
DAIHATSU	**0**	**0.00**	**7,386**	**58.97**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**34,725**	**46.30**	**16,350**	**21.80**	**0**	**0.00**	**0**	**0.00**
HONDA	**0**	**0.00**	**176,466**	**55.29**	**0**	**0.00**	**0**	**0.00**
Civic/CRX	0	0.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	124,131	87.00	0	0.00	0	0.00
Prelude	0	0.00	52,335	100.00	0	0.00	0	0.00
ISUZU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
I-Mark	1,782	15.20	4,257	36.30	164	1.40	0	0.00
Impulse	0	0.00	1,715	54.40	1,438	45.60	0	0.00
JAGUAR	**0**	**0.00**	**22,312**	**100.00**	**0**	**0.00**	**0**	**0.00**
MERCURY	**0**	**0.00**	**3,971**	**100.00**	**0**	**0.00**	**0**	**0.00**
XR4Ti	0	0.00	2,509	100.00	0	0.00	0	0.00
Scorpio	0	0.00	1,462	100.00	0	0.00	0	0.00
MERCEDES-BENZ	**0**	**0.00**	**78840**	**100.00**	**0**	**0.00**	**0**	**0.00**
190	0	0.00	14,702	100.00	0	0.00	0	0.00
260/300	0	0.00	28,270	100.00	0	0.00	0	0.00
300/420/560 SEL	0	0.00	25,558	100.00	0	0.00	0	0.00
560 SL	0	0.00	8,467	100.00	0	0.00	0	0.00
560 SEC	0	0.00	1,843	100.00	0	0.00	0	0.00
MITSUBISHI	**0**	**0.00**	**30,748**	**40.48**	**2,276**	**3.00**	**0**	**0.00**
Starion	0	0.00	0	0.00	152	100.00	0	0.00
Mirage	0	0.00	14,659	70.00	0	0.00	0	0.00
Galant	0	0.00	12,852	36.00	357	1.00	0	0.00
Sigma	0	0.00	0	0.00	1,767	83.00	0	0.00
Precis	0	0.00	3,237	19.00	0	0.00	0	0.00
NISSAN	**0**	**0.00**	**237,142**	**67.28**	**37,045**	**8.96**	**0**	**0.00**
Sentra	0	0.00	22,685	15.00	0	0.00	0	0.00
Pulsar	0	0.00	26,271	100.00	0	0.00	0	0.00
Stanza	0	0.00	26,338	70.00	0	0.00	0	0.00
Maxima	0	0.00	105,982	100.00	0	0.00	0	0.00
200SX/240SX	0	0.00	32,427	47.00	36,566	53.00	0	0.00
300ZX	0	0.00	23,440	98.00	478	2.00	0	0.00
PEUGEOT	**0**	**0.00**	**8,626**	**100.00**	**0**	**0.00**	**0**	**0.00**
PONTIAC LeMans	**25,833**	**41.17**	**26,229**	**41.80**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**0**	**0.00**	**8,697**	**81.20**	**1,200**	**11.20**	**814**	**7.60**
SAAB	**0**	**0.00**	**18,232**	**53.40**	**15,912**	**46.60**	**0**	**0.00**
900	0	0.00	6,473	100.00	0	0.00	0	0.00
900S	0	0.00	8,814	100.00	0	0.00	0	0.00
900 Turbo	0	0.00	0	0.00	9,076	100.00	0	0.00
9000S	0	0.00	2,945	100.00	0	0.00	0	0.00
9000CD	0	0.00	0	0.00	3,351	100.00	0	0.00
9000 Turbo	0	0.00	0	0.00	3,465	100.00	0	0.00
STERLING	**0**	**0.00**	**4,884**	**100.00**	**0**	**0.00**	**0**	**0.00**
SUBARU	**78,199**	**[illegible]**	**0**	**0.00**	**3,669**	**4.17**	**0**	**0.00**
Hatchback	1,312	100.00	0	0.00	0	0.00	0	0.00
3 dr./4 dr./Wagon	57,389	100.00	0	0.00	0	0.00	0	0.00
XT/XT6	5,369	59.40	0	0.00	3,669	40.60	0	0.00
Justy	14,129	69.65	0	0.00	0	0.00	0	0.00
SUZUKI Swift	**0**	**0.00**	**4,985**	**77.00**	**0**	**0.00**	**0**	**0.00**
TOYOTA	**249,019**	**35.10**	**216,790**	**100.00**	**5,453**	**0.77**	**3,632**	**0.51**
Corolla	81,826	38.70	33,407	15.80	0	0.00	0	0.00
Tercel	11,642	10.10	1,153	1.00	0	0.00	0	0.00
Camry	146,080	54.20	88,403	32.80	0	0.00	0	0.00
Cressida	0	0.00	22,341	80.40	5,446	19.60	0	0.00
Celica	7,510	12.19	53,107	86.20	7	0.01	0	0.00
Supra	0	0.00	14,173	79.60	0	0.00	3,632	20.40
MR2	1,960	32.10	4,207	68.90	0	0.00	0	0.00
VOLKSWAGEN	**0**	**0.00**	**45,920**	**35.20**	**0**	**0.00**	**0**	**0.00**
Fox	0	0.00	16,136	41.90	0	0.00	0	0.00
Jetta	0	0.00	12,948	23.00	0	0.00	0	0.00
Cabriolet	0	0.00	10,531	100.00	0	0.00	0	0.00
Golf/GTI	0	0.00	6,305	25.10	0	0.00	0	0.00
VOLVO	**0**	**0.00**	**89,171**	**67.30**	**12,672**	**12.61**	**0**	**0.00**
200-Series	0	0.00	42,702	100.00	0	0.00	0	0.00
700-Series	0	0.00	46,469	78.30	12,672	21.60	0	0.00
TOTAL CARS, IMPORT	**[illegible]**	**18.51**	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**	**4,446**	**[illegible]**

*Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Power steering, brake options on 1989 import models

	Power Steering	Percent of Installation	Power Brakes	Percent of Installation	Anti-Lock Braking System (ABS)	Percent of Installation	4-Wheel Disc Brakes	Percent of Installation
ACURA	**140,713**	**100.00**	**140,713**	**100.00**	**56,041**	**39.83**	**140,713**	**100.00**
Legend	68,011	100.00	68,011	100.00	56,041	82.40	68,011	100.00
Integra	72,702	100.00	72,702	100.00	0	0.00	72,702	100.00
ALFA ROMEO	**1,783**	**100.00**	**72,702**	**100.00**	**660**	**37.00**	**1,783**	**100.00**
AUDI	**12,390**	**100.00**	**12,390**	**100.00**	**9,306**	**75.11**	**12,390**	**100.00**
80/90	5,016	100.00	5,016	100.00	2,533	50.49	5,016	100.00
100/200	7,374	100.00	7,374	100.00	6,774	91.86	7,374	100.00
BMW	**63,195**	**100.00**	**63,195**	**100.00**	**63,195**	**100.00**	**63,195**	**100.00**
3-Series	31,859	100.00	31,859	100.00	31,859	100.00	31,859	100.00
5-Series	19,100	100.00	19,100	100.00	19,100	100.00	19,100	100.00
6-Series	1,837	100.00	1,837	100.00	1,837	100.00	1,837	100.00
7-Series	10,399	100.00	10,399	100.00	10,399	100.00	10,399	100.00
CHEVROLET/GEO	**32,354**	**30.11**	**107,454**	**100.00**	**0**	**0.00**	**0**	**0.00**
Sprint/Metro	0	0.00	46,752	100.00	0	0.00	0	0.00
Spectrum	32,354	53.30	60,702	100.00	0	0.00	0	0.00
CHRYSLER MOTORS	**72,362**	**52.38**	**138,154**	**100.00**	**8,737**	**6.32**	**8,737**	**6.32**
Colt	29,235	38.00	76,933	100.00	0	0.00	0	0.00
Conquest	4,977	100.00	4,977	100.00	4,977	100.00	4,977	100.00
Vista	10,250	65.90	15,554	100.00	0	0.00	0	0.00
Summit	14,423	53.00	27,213	100.00	0	0.00	0	0.00
Medallion	9,717	100.00	9,717	100.00	0	0.00	0	0.00
TC	3,760	100.00	3,760	100.00	3,760	100.00	3,760	100.00
DAIHATSU	**2,881**	**23.00**	**12,525**	**100.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**61,875**	**68.10**	**0**	**0.00**	**0**	**0.00**
HONDA	**214,132**	**67.09**	**319,158**	**100.00**	**0**	**0.00**	**195,014**	**61.10**
Civic/CRX	19,118	15.40	124,144	100.00	0	0.00	0	0.00
Accord	142,679	100.00	142,679	100.00	0	0.00	142,679	100.00
Prelude	52,335	100.00	52,335	100.00	0	0.00	52,335	100.00
ISUZU	**14,879**	**100.00**	**14,879**	**100.00**	**0**	**0.00**	**3,153**	**21.19**
I-Mark	3,236	27.60	11,726	100.00	0	0.00	0	0.00
Impulse	3,153	100.00	3,153	100.00	0	0.00	3,153	100.00
JAGUAR	**22,312**	**100.00**	**22,312**	**100.00**	**22,312**	**100.00**	**22,312**	**100.00**
MERCURY	**3,971**	**100.00**	**3,971**	**100.00**	**0**	**0.00**	**0**	**0.00**
XR4Ti	2,509	100.00	2,509	100.00	0	0.00	0	0.00
Scorpio	1,462	100.00	1,462	100.00	0	0.00	0	0.00
MERCEDES-BENZ	**78640**	**100.00**	**78840**	**100.00**	**78,840**	**100.00**	**78,840**	**100.00**
190	14,702	100.00	14,702	100.00	14,702	100.00	14,702	100.00
260/300	28,270	100.00	28,270	100.00	28,270	100.00	28,270	100.00
300/420/560 SEL	25,558	100.00	25,558	100.00	25,558	100.00	25,558	100.00
560 SL	8,467	100.00	8,467	100.00	8,467	100.00	8,467	100.00
560 SEC	1,843	100.00	1,843	100.00	1,843	100.00	1,843	100.00
MITSUBISHI	**45,066**	**59.33**	**75,959**	**100.00**	**3,784**	**4.98**	**0**	**0.00**
Starion	152	100.00	152	100.00	152	100.00	0	0.00
Mirage	4,188	20.00	20,941	100.00	0	0.00	0	0.00
Galant	35,701	100.00	35,701	100.00	2,142	6.00	0	0.00
Sigma	2,129	100.00	2,129	100.00	1,490	70.00	0	0.00
Precis	2,896	17.00	17,036	100.00	0	0.00	0	0.00
NISSAN	**352,818**	**85.82**	**414,824**	**100.00**	**45,136**	**10.88**	**137,423**	**33.13**
Sentra	89,229	59.00	151,235	100.00	0	0.00	0	0.00
Pulsar	28,271	100.00	28,271	100.00	0	0.00	0	0.00
Stanza	37,625	100.00	37,625	100.00	0	0.00	0	0.00
Maxima	105,982	100.00	105,982	100.00	12,718	12.00	44,512	42.00
200SX/240SX	68,993	100.00	68,993	100.00	20,698	30.00	68,993	100.00
300ZX	23,918	100.00	23,918	100.00	11,720	49.00	23,918	100.00
PEUGEOT	**8,626**	**100.00**	**8,626**	**100.00**	**219**	**2.54**	**7,273**	**84.31**
PONTIAC LeMans	**34,053**	**54.27**	**62,748**	**100.00**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**5,761**	**53.79**	**10,710**	**100.00**	**5,761**	**53.79**	**10,710**	**100.00**
SAAB	**34,144**	**100.00**	**34,144**	**100.00**	**9,781**	**28.65**	**34,144**	**100.00**
900	6,473	100.00	6,473	100.00	0	0.00	6,473	100.00
900S	8,814	100.00	8,814	100.00	0	0.00	8,814	100.00
900 Turbo	9,076	100.00	9,076	100.00	0	0.00	9,076	100.00
9000S	2,945	100.00	2,945	100.00	2,945	100.00	2,945	100.00
9000CD	3,351	100.00	3,351	100.00	3,351	100.00	3,351	100.00
9000 Turbo	3,485	100.00	3,485	100.00	3,485	100.00	3,485	100.00
STERLING	**4,584**	**100.00**	**4,584**	**100.00**	**4,584**	**100.00**	**4,584**	**100.00**
SUBARU	**66,427**	**75.46**	**88,025**	**100.00**	**0**	**0.00**	**0**	**0.00**
Hatchback	0	0.00	1,312	100.00	0	0.00	0	0.00
3 dr./4 dr./Wagon	57,389	100.00	57,389	100.00	0	0.00	0	0.00
XT/XT6	9,038	100.00	9,038	100.00	0	0.00	0	0.00
Justy	0	0.00	20,286	100.00	0	0.00	0	0.00
SUZUKI Swift	**0**	**0.00**	**6,474**	**100.00**	**0**	**0.00**	**4,985**	**77.00**
TOYOTA	**578,017**	**81.46**	**589,370**	**83.06**	**27,700**	**3.90**	**98,698**	**13.91**
Corolla	106,776	50.50	202,557	95.80	0	0.00	8,880	4.20
Tercel	88,413	76.70	115,271	100.00	0	0.00	0	0.00
Camry	269,521	100.00	216,156	80.20	2,965	1.10	50,400	18.70
Cressida	27,787	100.00	0	0.00	12,532	45.10	15,255	54.90
Celica	61,609	100.00	55,386	89.90	185	0.30	6,038	9.80
Supra	17,805	100.00	0	0.00	12,018	67.50	12,018	67.50
MR2	6,106	100.00	0	0.00	0	0.00	6,106	100.00
VOLKSWAGEN	**74,466**	**57.08**	**121,901**	**93.44**	**1,070**	**0.82**	**7,487**	**5.74**
Fox	0	0.00	38,511	100.00	0	0.00	0	0.
Jetta	53,649	95.30	47,738	94.80	1,070	1.90	7,487	13.
Cabriolet	6,824	64.80	10,531	100.00	0	0.00	0	0.
Golf/GTI	13,993	55.70	25,121	100.00	0	0.00	0	0.
VOLVO	**102,049**	**100.00**	**102,049**	**100.00**	**24,332**	**23.84**	**102,049**	**100.**
200-Series	42,702	100.00	42,702	100.00	0	0.00	42,702	100.
700-Series	59,347	100.00	59,347	100.00	24,332	41.00	59,347	100.
TOTAL CARS, IMPORT	**1,942,691**	**74.38**	[illegible]	[illegible]	**339,118**	**12.87**	[illegible]	**46.**

*Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Body types, air bag options on 1989 import models

	Automatic Seatbelts	Percent of Installation	Airbags	Percent of Installation	2-door Coupe	Percent of Installation	2-door Hatchback	Percent of Installation	4-door Sedan	Percent of Installation	4-door Wagon	Percent of Installation	4-door Hatchback	Percent of Installation	Convertible	Percent of Installation
ACURA	**0**	**0.00**	**72,702**	**51.67**	**22,828**	**16.22**	**52,709**	**37.46**	**49,874**	**35.44**	**0**	**0.00**	**15,302**	**10.87**	**0**	**0.00**
Legend	0	0.00	0	0.00	0	0.00	52,709	77.50	0	0.00	0	0.00	15,302	22.50	0	0.00
Integra	0	0.00	72,702	100.00	22,828	31.40	0	0.00	49,874	68.60	0	0.00	0	0.00	0	0.00
ALFA ROMEO	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**481**	**27.54**	**0**	**0.00**	**0**	**0.00**	**1,292**	**72.46**
AUDI	**0**	**0.00**	**1,490**	**12.03**	**0**	**0.00**	**0**	**0.00**	**12,041**	**97.18**	**349**	**2.82**	**0**	**0.00**	**0**	**0.00**
80/90	0	0.00	0	0.00	0	0.00	0	0.00	5,016	100.00	0	0.00	0	0.00	0	0.00
100/200	0	0.00	1,490	20.21	0	0.00	0	0.00	7,025	95.27	349	4.73	0	0.00	0	0.00
BMW	**63,195**	**100.00**	**19,303**	**30.55**	**1,332**	**2.11**	**0**	**0.00**	**10,247**	**16.22**	**0**	**0.00**	**0**	**0.00**	**8,793**	**13.91**
3-Series	31,859	100.00	0	0.00	978	3.07	0	0.00	8,764	27.51	0	0.00	0	0.00	8,793	27.60
5-Series	19,100	100.00	7,067	37.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
6-Series	1,837	100.00	1,837	100.00	354	19.27	0	0.00	1,483	80.73	0	0.00	0	0.00	0	0.00
7-Series	10,399	100.00	10,399	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
CHEVROLET/GEO	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**61,386**	**57.13**	**34,661**	**32.26**	**0**	**0.00**	**11,426**	**10.63**	**0**	**0.00**
Sprint/Metro	0	0.00	0	0.00	0	0.00	35,345	75.60	0	0.00	0	0.00	11,426	24.44	0	0.00
Spectrum	0	0.00	0	0.00	0	0.00	26,041	42.90	34,661	57.10	0	0.00	0	0.00	0	0.00
CHRYSLER MOTORS	**41,907**	**30.33**	**0**	**0.00**	**8,737**	**6.32**	**66,162**	**47.89**	**34,598**	**25.04**	**28,657**	**20.74**	**0**	**0.00**	**3,760**	**2.72**
Colt	0	0.00	0	0.00	0	0.00	66,162	86.00	0	0.00	10,771	14.00	0	0.00	0	0.00
Conquest	4,977	100.00	0	0.00	4,977	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Vista	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	15,554	100.00	0	0.00	0	0.00
Summit	27,213	100.00	0	0.00	0	0.00	0	0.00	27,213	100.00	0	0.00	0	0.00	0	0.00
Medallion	9,717	100.00	0	0.00	0	0.00	0	0.00	7,385	76.00	2,332	24.00	0	0.00	0	0.00
TC	0	0.00	0	0.00	3,760	100.00	0	0.00	0	0.00	0	0.00	0	0.00	3,760	100.00
DAIHATSU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**12,525**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**[illegible]**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
HONDA	**98,547**	**30.86**	**0**	**0.00**	**96,673**	**30.28**	**76,236**	**23.88**	**133,462**	**41.82**	**12,911**	**4.05**	**0**	**0.00**	**0**	**0.00**
Civic/CRX	34,512	27.80	0	0.00	44,195	35.60	64,679	52.10	2,483	2.00	12,911	10.40	0	0.00	0	0.00
Accord	11,700	8.20	0	0.00	143	0.10	11,557	8.10	130,979	91.80	0	0.00	0	0.00	0	0.00
Prelude	52,335	100.00	0	0.00	52,335	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
ISUZU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
I-Mark	0	0.00	0	0.00	0	0.00	4,561	38.90	7,165	61.10	0	0.00	0	0.00	0	0.00
Impulse	3,153	100.00	0	0.00	0	0.00	3,153	100.00	0	0.00	0	0.00	0	0.00	0	0.00
JAGUAR	**22,312**	**100.00**	**0**	**0.00**	**6,843**	**30.67**	**0**	**0.00**	**15,469**	**69.33**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
MERCURY	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**2,509**	**63.18**	**1,462**	**36.82**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
XR4Ti	0	0.00	0	0.00	0	0.00	2,509	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Scorpio	0	0.00	0	0.00	0	0.00	0	0.00	1,462	100.00	0	0.00	0	0.00	0	0.00
MERCEDES-BENZ	**0**	**0.00**	**78840**	**100.00**	**4048.06**	**5.13**	**0**	**0.00**	**63882.412**	**81.03**	**2445.35**	**3.10**	**0**	**0.00**	**8467**	**10.74**
190	0	0.00	14,702	100.00	0	0.00	0	0.00	14,702	100.00	0	0.00	0	0.00	0	0.00
260/300	0	0.00	28,270	100.00	2,205	7.80	0	0.00	23,622	83.56	2,445	8.65	0	0.00	0	0.00
300/420/560 SEL	0	0.00	25,558	100.00	0	0.00	0	0.00	25,558	100.00	0	0.00	0	0.00	0	0.00
560 SL	0	0.00	8,467	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	8,467	100.00
560 SEC	0	0.00	1,843	100.00	1,843	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
MITSUBISHI	**3,918**	**5.16**	**0**	**0.00**	**0**	**0.00**	**13,381**	**17.62**	**57,515**	**75.72**	**0**	**0.00**	**3,918**	**5.16**	**0**	**0.00**
Starion	0	0.00	0	0.00	0	0.00	152	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Mirage	0	0.00	0	0.00	0	0.00	111	6.00	19,685	94.00	0	0.00	0	0.00	0	0.00
Galant	0	0.00	0	0.00	0	0.00	0	0.00	35,701	100.00	0	0.00	0	0.00	0	0.00
Sigma	0	0.00	0	0.00	0	0.00	0	0.00	2,129	100.00	0	0.00	0	0.00	0	0.00
Precis	3,918	23.00	0	0.00	0	0.00	13,118	77.00	0	0.00	0	0.00	3,918	23.00	0	0.00
NISSAN	**174,975**	**42.28**	**0**	**0.00**	**46,686**	**11.28**	**79,725**	**19.26**	**105,982**	**25.61**	**41,708**	**10.07**	**0**	**0.00**	**0**	**0.00**
Sentra	0	0.00	0	0.00	0	0.00	7,229	4.78	0	0.00	4,083	2.70	0	0.00	0	0.00
Pulsar	0	0.00	0	0.00	0	0.00	26,271	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Stanza	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	37,625	100.00	0	0.00	0	0.00
Maxima	105,982	100.00	0	0.00	0	0.00	0	0.00	105,982	100.00	0	0.00	0	0.00	0	0.00
200SX/240SX	68,993	100.00	0	0.00	22,768	33.00	46,225	67.00	0	0.00	0	0.00	0	0.00	0	0.00
300ZX	0	0.00	0	0.00	23,918	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
PEUGEOT	**3,400**	**39.42**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**7,273**	**84.31**	**1,353**	**15.69**	**0**	**0.00**	**0**	**0.00**
PONTIAC LeMans	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**38,402**	**61.20**	**24,346**	**38.80**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**0**	**0.00**	**2,170**	**20.26**	**8,158**	**76.17**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**2,552**	**23.83**
SAAB	**8,763**	**25.67**	**5,239**	**15.34**	**0**	**0.00**	**12,194**	**35.71**	**12,753**	**37.35**	**0**	**0.00**	**5,929**	**17.37**	**3,267**	**9.57**
900	0	0.00	0	0.00	0	0.00	3,431	53.00	3,042	47.00	0	0.00	0	0.00	0	0.00
900S	4,407	50.00	0	0.00	0	0.00	4,407	50.00	4,407	50.00	0	0.00	0	0.00	0	0.00
900 Turbo	4,356	48.00	0	0.00	0	0.00	4,356	48.00	1,452	16.00	0	0.00	0	0.00	3,267	36.00
9000S	0	0.00	501	17.00	0	0.00	0	0.00	501	17.00	0	0.00	2,444	83.00	0	0.00
9000CD	0	0.00	2,647	79.00	0	0.00	0	0.00	3,351	100.00	0	0.00	0	0.00	0	0.00
9000 Turbo	0	0.00	2,091	60.00	0	0.00	0	0.00	0	0.00	0	0.00	3,485	100.00	0	0.00
STERLING	**3,643**	**[illegible]**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**3,871**	**95.00**	**0**	**0.00**	**228**	**5.00**	**0**	**0.00**
SUBARU	**14,002**	**15.91**	**0**	**0.00**	**9,038**	**10.27**	**30,049**	**34.14**	**26,778**	**30.42**	**26,003**	**29.54**	**0**	**0.00**	**0**	**0.00**
Hatchback	0	0.00	0	0.00	0	0.00	9,038	100.00	0	0.00	0	0.00	0	0.00	0	0.00
3 dr./4 dr./Wagon	4,964	8.65	0	0.00	0	0.00	725	8.02	26,778	46.66	26,003	45.31	0	0.00	0	0.00
XT/XT6	9,038	100.00	0	0.00	9,038	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Justy	0	0.00	0	0.00	0	0.00	20,286	100.00	0	0.00	0	0.00	0	0.00	0	0.00
SUZUKI Swift	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**5,309**	**82.00**	**0**	**0.00**	**0**	**0.00**	**1,165**	**18.00**	**0**	**0.00**
TOYOTA	**0**	**0.00**	**0**	**0.00**	**85,854**	**12.10**	**50,438**	**7.11**	**432,363**	**60.94**	**41,918**	**5.91**	**1,844**	**0.26**	**7,270**	**1.02**
Corolla	0	0.00	0	0.00	34,464	16.30	0	0.00	156,886	74.20	20,087	9.50	0	0.00	0	0.00
Tercel	0	0.00	0	0.00	89,911	78.00	23,515	20.40	0	0.00	0	0.00	1,844	1.60	0	0.00
Camry	0	0.00	0	0.00	0	0.00	0	0.00	247,690	91.90	21,831	8.10	0	0.00	0	0.00
Cressida	0	0.00	0	0.00	0	0.00	0	0.00	27,787	100.00	0	0.00	0	0.00	0	0.00
Celica	0	0.00	0	0.00	45,283	73.50	9,118	14.80	0	0.00	0	0.00	0	0.00	7,270	11.80
Supra	0	0.00	0	0.00	0	0.00	17,805	100.00	0	0.00	0	0.00	0	0.00	0	0.00
MR2	0	0.00	0	0.00	6,106	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**22,855**	**17.52**	**14,319**	**10.98**	**68,793**	**52.73**	**0**	**0.00**	**10,802**	**8.28**	**10,531**	**[illegible]**
Fox	0	0.00	0	0.00	19,872	51.60	0	0.00	15,461	40.20	0	0.00	0	0.00	0	0.00
Jetta	0	0.00	0	0.00	2,984	5.30	0	0.00	53,311	94.70	0	0.00	0	0.00	0	0.00
Cabriolet	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	10,531	100.00
Golf/GTI	0	0.00	0	0.00	0	0.00	14,319	57.00	0	0.00	0	0.00	10,802	43.00	0	0.00
VOLVO	**0**	**0.00**	**32,249**	**31.00**	**1,822**	**1.78**	**0**	**0.00**	**68,806**	**67.42**	**30,994**	**30.37**	**0**	**0.00**	**0**	**0.00**
200-Series	0	0.00	0	0.00	0	0.00	0	0.00	28,610	67.00	13,665	32.00	0	0.00	0	0.00
700-Series	0	0.00	32,249	54.34	1,822	3.07	0	0.00	40,196	67.73	17,329	29.20	0	0.00	0	0.00
TOTAL CARS, IMPORT	**412,361**	**18.77**	**211,[illegible]**	**[illegible]**	**387,941**	**15.22**	**[illegible]**	**22.57**	**1,140,[illegible]**	**43.94**	**186,336**	**7.12**	**[illegible]**	**1.94**	**[illegible]**	**[illegible]**

*Mazda options were not available at publication time.

OPTIONS/EQUIPMENT

Convenience options on 1989 import models

	Power Windows	Percent of Installation	Power Locks	Percent of Installation	Power Seats	Percent of Installation	Sunroofs	Percent of Installation	Cruise Control	Percent of Installation	Tilt Wheel	Percent of Installation	Tilt & Telescope	Percent of Installation	Air Conditioning	Percent of Installation	Intermittent Windshield Wipers	Percent of Installation
ACURA	**77,608**	**55.15**	**77,608**	**55.15**	**56,041**	**39.83**	**102,033**	**72.51**	**112,650**	**80.06**	**68,011**	**48.33**	**0**	**0.00**	**68,011**	**48.33**	**140,713**	**100.00**
Legend	68,011	100.00	68,011	100.00	56,041	82.40	66,991	98.50	68,011	100.00	68,011	100.00	0	0.00	68,011	100.00	68,011	100.00
Integra	9,597	13.20	9,597	13.20	0	0.00	35,042	48.20	44,639	61.40	0	0.00	0	0.00	0	0.00	72,702	100.00
ALFA ROMEO	**1,284**	**72.00**	**490**	**27.50**	**312**	**17.50**	**314**	**17.60**	**367**	**20.60**	**490**	**27.50**	**490**	**27.50**	**1,685**	**94.50**	**1,783**	**100.00**
AUDI	**12,390**	**100.00**	**12,390**	**100.00**	**5,884**	**47.49**	**12,161**	**98.15**	**12,390**	**100.00**	**0**	**0.00**	**0**	**0.00**	**12,390**	**100.00**	**12,390**	**100.00**
80/90	5,016	100.00	5,016	100.00	1,349	26.90	4,891	97.50	5,016	100.00	0	0.00	0	0.00	5,016	100.00	5,016	100.00
100/200	7,374	100.00	7,374	100.00	4,535	61.50	7,271	98.60	7,374	100.00	0	0.00	0	0.00	7,374	100.00	7,374	100.00
BMW	**63,195**	**100.00**	**63,195**	**100.00**	**31,336**	**49.59**	**63,195**	**100.00**	**63,195**	**100.00**	**12,415**	**19.65**	**0**	**0.00**	**63,195**	**100.00**	**63,195**	**100.00**
3-Series	31,859	100.00	31,859	100.00	0	0.00	31,859	100.00	31,859	100.00	0	0.00	0	0.00	31,859	100.00	31,859	100.00
5-Series	19,100	100.00	19,100	100.00	19,100	100.00	19,100	100.00	19,100	100.00	12,415	65.00	0	0.00	19,100	100.00	19,100	100.00
6-Series	1,837	100.00	1,837	100.00	1,837	100.00	1,837	100.00	1,837	100.00	0	0.00	0	0.00	1,837	100.00	1,837	100.00
7-Series	10,399	100.00	10,399	100.00	10,399	100.00	10,399	100.00	10,399	100.00	0	0.00	0	0.00	10,399	100.00	10,399	100.00
CHEVROLET/GEO	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**1,169**	**1.09**	**3,096**	**2.88**	**0**	**0.00**	**0**	**0.00**	**58,574**	**54.51**	**22,675**	**21.10**
Sprint/Metro	0	0.00	0	0.00	0	0.00	1,169	2.50	0	0.00	0	0.00	0	0.00	19,542	41.80	22,675	48.50
Spectrum	0	0.00	0	0.00	0	0.00	0	0.00	3,096	5.10	0	0.00	0	0.00	39,031	64.30	0	0.00
CHRYSLER MOTORS	**14,408**	**10.43**	**19,753**	**14.30**	**3,760**	**2.72**	**2,669**	**1.93**	**21,113**	**15.28**	**19,223**	**13.91**	**8,164**	**5.91**	**85,285**	**61.73**	**66,606**	**48.21**
Colt	462	0.60	462	0.60	0	0.00	0	0.00	462	0.60	769	1.00	0	0.00	35,389	46.00	5,385	7.00
Conquest	4,977	100.00	4,977	100.00	0	0.00	1,891	38.00	1,692	34.00	4,977	100.00	0	0.00	4,927	99.00	4,977	100.00
Vista	1,711	11.00	1,711	11.00	0	0.00	0	0.00	4,044	26.00	0	0.00	0	0.00	10,732	69.00	15,554	100.00
Summit	2,721	10.00	2,721	10.00	0	0.00	0	0.00	1,633	6.00	0	0.00	8,164	30.00	20,954	77.00	27,213	100.00
Medallion	777	8.00	6,122	63.00	0	0.00	777	8.00	9,523	98.00	9,717	100.00	0	0.00	9,523	98.00	9,717	100.00
TC	3,760	100.00	3,760	100.00	3,760	100.00	0	0.00	3,760	100.00	3,760	100.00	0	0.00	3,760	100.00	3,760	100.00
DAIHATSU	**251**	**2.00**	**251**	**2.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**7,300**	**50.00**	**12,525**	**100.00**
DIAHATSU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**9,375**	**12.50**	**0**	**0.00**	**27,525**	**36.70**	**9,375**	**12.50**
HONDA	**165,066**	**51.72**	**125,746**	**39.40**	**0**	**0.00**	**120,913**	**37.88**	**176,466**	**55.29**	**248,768**	**77.95**	**0**	**0.00**	**162,702**	**50.98**	**208,297**	**65.25**
Civic/CRX	1,366	1.10	1,366	1.10	0	0.00	18,497	14.90	0	0.00	53,754	43.30	0	0.00	0	0.00	13,283	10.70
Accord	125,129	87.70	117,996	82.70	0	0.00	50,080	35.10	124,131	87.00	142,679	100.00	0	0.00	124,131	87.00	142,679	100.00
Prelude	38,571	73.70	6,385	12.20	0	0.00	52,335	100.00	52,335	100.00	52,335	100.00	0	0.00	38,571	73.70	52,335	100.00
ISUZU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
I-Mark	0	0.00	0	0.00	0	0.00	164	1.40	164	1.40	11,491	98.00	0	0.00	6,238	53.20	1,149	9.80
Impulse	3,153	100.00	3,153	100.00	0	0.00	3,153	100.00	3,153	100.00	3,153	100.00	3,153	100.00	3,153	100.00	3,153	100.00
JAGUAR	**22,312**	**100.00**	**245,432**	**100.00**	**22,312**	**100.00**	**22,312**	**100.00**	**22,312**	**100.00**	**0**	**0.00**	**22,312**	**100.00**	**22,312**	**100.00**	**22,312**	**100.00**
MERCURY	**3,971**	**100.00**	**3,971**	**100.00**	**0**	**0.00**	**3,914**	**98.56**	**2,481**	**62.49**	**0**	**0.00**	**0**	**0.00**	**3,971**	**100.00**	**3,971**	**100.00**
XR4Ti	2,509	100.00	2,509	100.00	0	0.00	2,466	98.30	2,481	98.90	0	0.00	0	0.00	2,509	100.00	2,509	100.00
Scorpio	1,462	100.00	1,462	100.00	0	0.00	1,447	99.00	0	0.00	0	0.00	0	0.00	1,462	100.00	1,462	100.00
MERCEDES-BENZ	**78,840**	**100.00**	**78,840**	**100.00**	**60,641**	**76.92**	**70,373**	**89.26**	**78,840**	**100.00**	**0**	**0.00**	**27,401**	**34.76**	**70,373**	**89.26**	**70,373**	**89.26**
190	14,702	100.00	14,702	100.00	7,204	49.00	14,702	100.00	14,702	100.00	0	0.00	0	0.00	14,702	100.00	14,702	100.00
260300	28,270	100.00	28,270	100.00	26,037	92.10	28,270	100.00	28,270	100.00	0	0.00	0	0.00	28,270	100.00	28,270	100.00
300/420/560 SEL	25,558	100.00	25,558	100.00	25,558	100.00	25,558	100.00	25,558	100.00	0	0.00	25,558	0.00	25,558	100.00	25,558	100.00
560 SL	8,467	100.00	8,467	100.00	0	0.00	0	0.00	8,467	100.00	0	0.00	0	0.00	0	0.00	0	0.00
560 SEC	1,843	100.00	1,843	100.00	1,843	100.00	1,843	100.00	1,843	100.00	0	0.00	1,843	100.00	1,843	100.00	1,843	100.00
MITSUBISHI	**19,774**	**26.63**	**19,774**	**26.63**	**0**	**0.00**	**7,279**	**9.58**	**19,774**	**26.63**	**37,982**	**50.88**	**0**	**0.00**	**34,684**	**45.66**	**19,984**	**26.31**
Starion	152	100.00	152	100.00	0	0.00	78	51.00	152	100.00	152	100.00	0	0.00	152	100.00	152	100.00
Mirage	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	13,612	65.00	209	1.00
Galant	17,493	49.00	17,493	49.00	0	0.00	4,284	12.00	17,493	49.00	35,701	100.00	0	0.00	16,065	45.00	17,493	49.00
Sigma	2,129	100.00	2,129	100.00	0	0.00	1,214	57.00	2,129	100.00	2,129	100.00	0	0.00	2,129	100.00	2,129	100.00
Precis	0	0.00	0	0.00	0	0.00	1,704	10.00	0	0.00	0	0.00	0	0.00	2,726	16.00	0	0.00
NISSAN	**187,536**	**45.38**	**187,536**	**45.38**	**29,572**	**7.14**	**167,362**	**40.42**	**187,536**	**45.38**	**340,298**	**82.19**	**0**	**0.00**	**291,103**	**70.31**	**367,141**	**88.58**
Sentra	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	89,229	59.00	0	0.00	90,741	60.00	104,352	69.00
Pulsar	0	0.00	0	0.00	0	0.00	26,271	100.00	0	0.00	26,271	100.00	0	0.00	11,822	45.00	26,271	100.00
Stanza	21,070	56.00	21,070	56.00	0	0.00	3,010	8.00	21,070	56.00	37,625	100.00	0	0.00	20,694	55.00	37,625	100.00
Maxima	105,982	100.00	105,982	100.00	28,615	27.00	72,068	68.00	105,982	100.00	105,982	100.00	0	0.00	105,982	100.00	105,982	100.00
200SX/240SX	36,566	53.00	36,566	53.00	0	0.00	42,086	61.00	36,566	53.00	68,993	100.00	0	0.00	37,946	55.00	68,993	100.00
300ZX	23,918	100.00	23,918	100.00	957	4.00	23,918	100.00	23,918	100.00	12,198	51.00	0	0.00	23,918	100.00	23,918	100.00
PEUGEOT	**6,470**	**75.00**	**8,626**	**100.00**	**1,544**	**17.90**	**5,426**	**62.90**	**6,470**	**75.00**	**6,470**	**75.00**	**0**	**0.00**	**8,626**	**100.00**	**8,626**	**100.00**
PONTIAC LeMans	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**570**	**0.91**	**0**	**0.00**	**7,856**	**12.52**	**0**	**0.00**	**38,075**	**60.68**	**0**	**0.00**
PORSCHE	**10,710**	**100.00**	**10,710**	**100.00**	**10,710**	**100.00**	**7,341**	**68.54**	**10,710**	**100.00**	**0**	**0.00**	**0**	**0.00**	**10,710**	**100.00**	**10,710**	**100.00**
SAAB	**27,671**	**81.04**	**34,144**	**100.00**	**6,836**	**20.02**	**24,404**	**71.47**	**27,671**	**81.04**	**0**	**0.00**	**4,642**	**13.30**	**34,144**	**100.00**	**34,144**	**100.00**
900	0	0.00	6,473	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	6,473	100.00	6,473	100.00
900S	8,814	100.00	8,814	100.00	0	0.00	8,814	100.00	8,814	100.00	0	0.00	0	0.00	8,814	100.00	8,814	100.00
900 Turbo	9,076	100.00	9,076	100.00	0	0.00	5,809	64.00	9,076	100.00	0	0.00	0	0.00	9,076	100.00	9,076	100.00
9000S	2,945	100.00	2,945	100.00	0	0.00	2,945	100.00	2,945	100.00	0	0.00	2,444	83.00	2,945	100.00	2,945	100.00
9000CD	3,351	100.00	3,351	100.00	3,351	100.00	3,351	100.00	3,351	100.00	0	0.00	704	21.00	3,351	100.00	3,351	100.00
9000 Turbo	3,485	100.00	3,485	100.00	3,485	100.00	3,485	100.00	3,485	100.00	0	0.00	1,394	40.00	3,485	100.00	3,485	100.00
STERLING	**4,564**	**100.00**	**4,564**	**100.00**	**3,606**	**79.00**	**4,564**	**100.00**	**4,564**	**100.00**	**4,564**	**100.00**	**0**	**0.00**	**4,564**	**100.00**	**4,564**	**100.00**
SUBARU	**66,427**	**75.46**	**66,427**	**75.46**	**0**	**0.00**	**18,938**	**21.51**	**31,391**	**35.66**	**67,739**	**76.95**	**46,026**	**52.29**	**27,776**	**31.55**	**71,999**	**81.79**
Hatchback	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	1,312	100.00	0	0.00	0	0.00	1,312	100.00
3 dr./4 dr./Wagon	57,389	100.00	57,389	100.00	0	0.00	18,938	33.00	27,776	48.40	57,389	100.00	46,026	80.20	27,776	48.40	57,389	100.00
XT/XT6	9,038	100.00	9,038	100.00	0	0.00	0	0.00	3,615	40.00	9,038	100.00	0	0.00	0	0.00	9,038	100.00
Justy	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	4,280	21.00
SUZUKI Swift	**0**	**0.00**	**1,165**	**18.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**4,985**	**77.00**
TOYOTA	**0**	**0.00**	**298,143**	**42.02**	**65,610**	**9.25**	**134,222**	**18.92**	**303,419**	**42.76**	**418,616**	**59.00**	**0**	**0.00**	**490,411**	**69.12**	**420,613**	**59.28**
Corolla	0	0.00	23,047	10.90	0	0.00	23,047	10.90	16,492	7.80	67,026	31.70	0	0.00	129,822	61.40	29,601	14.00
Tercel	0	0.00	0	0.00	0	0.00	0	0.00	115	0.10	30,547	26.50	0	0.00	26,397	22.90	8,184	7.10
Camry	0	0.00	211,574	78.50	15,363	5.70	61,451	22.80	210,765	78.20	240,143	89.10	0	0.00	238,796	88.60	269,521	100.00
Cressida	0	0.00	27,787	100.00	27,787	100.00	22,924	82.50	27,787	100.00	27,787	100.00	0	0.00	27,787	100.00	27,787	100.00
Celica	0	0.00	14,108	22.90	6,223	10.10	24,828	40.30	26,430	42.90	29,203	47.40	0	0.00	44,975	73.00	61,609	100.00
Supra	0	0.00	17,805	100.00	16,238	91.20	0	0.00	17,805	100.00	17,805	100.00	0	0.00	17,805	100.00	17,805	100.00
MR2	0	0.00	3,822	62.60	0	0.00	1,972	32.30	4,024	65.90	6,106	100.00	0	0.00	4,830	79.10	6,106	100.00
VOLKSWAGEN	**9,795**	**7.51**	**9,795**	**7.51**	**3,997**	**3.06**	**49,320**	**37.81**	**24,829**	**19.03**	**0**	**0.00**	**0**	**0.00**	**110,896**	**85.01**	**130,458**	**100.00**
Fox	0	0.00	0	0.00	0	0.00	2,657	6.90	0	0.00	0	0.00	0	0.00	30,077	78.10	38,511	100.00
Jetta	9,795	17.40	9,795	17.40	3,997	7.10	37,267	66.20	16,889	30.00	0	0.00	0	0.00	51,172	90.90	56,295	100.00
Cabriolet	0	0.00	0	0.00	0	0.00	0	0.00	7,940	75.40	0	0.00	0	0.00	9,952	94.50	10,531	100.00
Golf/GTI	0	0.00	0	0.00	0	0.00	9,395	37.40	0	0.00	0	0.00	0	0.00	19,695	78.40	25,121	100.00
VOLVO	**102,049**	**100.00**	**102,049**	**100.00**	**12,872**	**12.61**	**64,172**	**62.88**	**21,199**	**20.77**	**11,050**	**10.83**	**0**	**0.00**	**102,049**	**100.00**	**102,049**	**100.00**
200-Series	42,702	100.00	42,702	100.00	0	0.00	4,825	11.30	0	0.00	0	0.00	0	0.00	42,702	100.00	42,702	100.00
700-Series	59,347	100.00	59,347	100.00	12,872	21.69	59,347	100.00	21,199	35.72	11,050	18.62	0	0.00	59,347	100.00	59,347	100.00
TOTAL CARS, IMPORT	**861,988**	**32.84**	**1,125,169**	**43.02**	**292,714**	**11.10**	**860,310**	**32.80**	**1,108,162**	**42.37**	**1,262,846**	**47.98**	**86,823**	**3.31**	**1,714,128**	**63.54**	**1,787,187**	**66.33**

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PRODUCT PROFILES

In the following pages you will find profiles of the world's vehicle builders and their products sold in the United States.

Our editors combed financial reviews, manufacturers' reports and the pages of *Automotive News* to provide you with handy, useful information. Photos, specifications and sales data accompany information on each manufacturer and importing entity. Reports of recent significant events are included.

We've covered importing organizations, 32 manufacturing companies, a dozen car-building divisions and are giving you a look at close to 250 of the vehicles they sell.

ALFA ROMEO

Darrell L. Davis, president

Alfa Romeo Distributors of
North America
8259 Exchange Drive
Box 598026
Orlando, FL 32859-8026

	1989	1988
U.S. car sales	2,912	4,476
Car share (%)	0.03	0.04

Alfa Romeo, Milan, Italy, is one of the oldest names in the industry and specializes in high-powered, small cars or sporting roadsters. Alfa products have survived in a niche that has seen the fading of grand names like MG and Triumph. The U.S. marketing arm is Alfa Romeo Distributors of North America, a joint venture of Fiat Auto SpA, Alfa Romeo's parent in Turin, and Chrysler Corp., Highland Park, Mich.

SPIDER

	1989	1988
Car sales	1,842	2,148

Spider has maintained virtually same look since 1966 introduction as Duetto, designed by Battista Pininfarina, Italian coach builder. Spider was given more power in 1990. In June, the 164 bows as a 1991 model.

Sales rank
14 of 22 specialty cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Graduate conv.	88.6	167.7	63.9	2,548	2.0-liter	$16,950	NA

ASTON MARTIN

M.V. Gauntlett, chairman

Aston Martin Lagonda
of North America
180 Harvard Ave.
Stamford, CT 06902

	1989	1988
U.S. car sales	34	65
Car share (%)	0.00	0.00

Aston Martin Lagonda of North America, Stamford, Conn., importer of Aston Martin and Lagonda cars, is a subsidiary of 75-year-old Aston Martin Lagonda Ltd., Newport Pagnell, England, which Ford Motor Co. acquired in 1987.

Cars are characterized by hand-built quality and high performance. Lagonda is a luxury sedan which can date its pedigree back to the turn of the century. The roomy sedan is built at the rate of one per week by hand in Newport Pagnell, Buckinghamshire, England. No 1990 Lagondas will be imported, but car will return, maker says.

VIRAGE

	1989	1988
Car sales	34	65

Virage is a British 4-seater with hand-formed aluminum body, 155 mph top speed. Aluminum 32-valve V-8 was developed with Calloway Engineering, Old Lyme, Conn., Chevrolet Corvette converter.

Sales rank
22 of 22 specialty cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	102.8	187.0	73.0	3,947	5.3-liter	$200,000	NA

BMW

Gunter Kramer, chairman
Karl Gerlingen, president and CEO

BMW of North America Inc.
300 Chestnut Ridge Rd.
Woodcliff Lake, NJ 07675.

	1989	1988
U.S. car sales	64,881	73.359
Car share (%)	0.66	0.69

BMW of North America (1975) is a subsidiary of BMW AG, Munich, West Germany. BMWs, built at six sites in Germany and Austria, by Bayerische Motoren Werke AG, have a strong reputation as high-performance road cars built in the tradition of German engineering.

BMW is considered an aggressive competitor in what may be the most dynamic part of the American car market, the luxury/performance segment. For 1991 there are three new models, V-12-powered 850i coupe, the M5, a hand-built sports sedan and the 318i, a 4-cylinder, entry level sports sedan.

3-SERIES

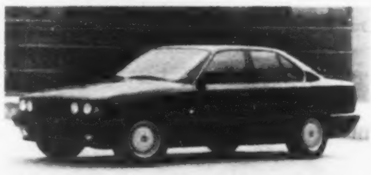
	1989	1988
Car sales	31,174	36,671

The compact 3-Series, introduced with the 320i in 1977, comes as seven models including a convertible and one with all-wheel drive. A new 318i, entry-level 4-cylinder sports sedan goes on sale this summer as 1991.

Sales rank
26 of 46 compacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
325i coupe	101.2	170.3	64.8	2,810	2.5-liter	$24,650	
325i sedan	101.2	170.3	64.8	2,854	2.5-liter	25,450	
325i conv.	101.2	175.2	64.8	2,990	2.5-liter	33,850	
325is coupe	101.2	170.3	64.8	2,845	2.5-liter	28,950	
325ix coupe	101.2	170.3	65.4	3,000	2.5-liter	29,950	
325ix sedan	101.2	170.3	65.4	3,044	2.5-liter	30,750	NA

5-SERIES



	1989	1988
Car sales	20,219	18,628

Made in Munich, West Germany, the BMW line has included its intermediate 5 Series since 1988. The series includes 4-door, 5-passenger sedans with 6-cylinder 2.5-liter or 3.4-liter engines.

Sales rank
34 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
525i sedan	108.7	185.8	68.9	3,395	2.5-liter	$33,200	NA
535i sedan	108.7	185.8	68.9	3,530	3.5-liter	41,500	NA

7-SERIES

	1989	1988
Car sales	10,399	13,308

At the upper scale is the 7 Series of standard-sized luxury cars from Munich, West Germany. The largest, most luxurious of the BMW sedans, the 7 Series boasts a 750iL, the only 12-cylinder sedan offered in North America.

Sales rank
15 of 23 standard cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
735i sedan	111.5	193.3	72.6	3,835	3.5-liter	$49,000	
735iL sedan	116.0	197.8	72.6	4,015	3.5-liter	53,000	
750iL sedan	116.0	197.8	72.6	4,235	5.0-liter	70,000	NA

M3 SEDAN

	1989	1988
Car sales	979	1,675

M3 is a limited-production, 3-Series sedan developed as a racing production car. It has a 2.3-liter, 192 hp 4-cylinder engine with twin cams, four valves per cylinder. Top speed: 143 mph.

Sales rank
37 of 46 compacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
M3 sedan	101.0	171.1	66.1	2,865	2.3-liter	$34,950	NA

PRODUCT PROFILES

CHRYSLER CORP.

L.A. Iacocca, chairman
Gerald Greenwald, vice chairman

Chrysler Corp.
12000 Chrysler Dr.
Highland Park, MI 48288-1919

	1989	1988
U.S. car sales	1,019,693	1,191,294
U.S. light truck sales	984,354	1,016,763
Car share (%)	10.33	11.25
Truck share (%).......	21.03	20.87

Walter P. Chrysler, former GM executive, founded Chrysler Corp. in 1925. By 1927, the automaker had rocketed from 27th to fourth in the industry.

In April, 1987, Chrysler bought American Motors Corp., fourth largest U.S.-based car maker, which gave it four assembly plants, nine parts plants and 1,600 dealers. Under that pact, Chrysler and Renault have continued an AMC program to import and make cars with the Eagle badge.

Today, Chrysler has ties with Mitsubishi Motors of Japan - but sold an equity interest early in 1990. It owns Italian exotic car maker, Lamborghini, has a stake in Maserati of Italy and a venture with Fiat of Italy to sell Alfa Romeo cars.

Chrysler with Renault soon will produce a mini-sport utility vehicle codenamed JJ. Hyundai Motor of Korea will supply Chrysler with mid-sized sedans beginning in 1991.

CHRYSLER-PLYMOUTH

Michael V. Howe, general manager

Chrysler-Plymouth Division
Chrysler Corp.
12000 Chrysler Dr.
Highland Park, MI 48288-1919

	1989	1988
Car sales	502,286	616,989
(Chrysler)	196,125	279,127
(Plymouth)	306,161	337,862
Car share (%)	5.09	5.83
(Chrysler)	1.99	2.64
(Plymouth)	3.10	3.19

Chrysler-Plymouth Division of Chrysler Corp. dates to 1928 when the company launched Plymouth and DeSoto cars. During the same year it purchased Dodge Brothers Inc., at the time the industry's third largest company. Then, as now, trucks were important to Dodge and enjoyed a strong reputation for durability.

IMPERIAL

	1989	1988
Car sales	2,226	0

The name Imperial has been on and off Chrysler cars for generations. It returned in the 1990 model year as a front-drive standard-sized car made in Belvidere, Ill. and targeted for the older American traditional buyer.

Sales rank
58 of 72 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	109.3	203.0	68.9	3,570	3.3-liter	$25,495	5,740

LE BARON

	1989	1988
Car sales	89,299	135,115

Restyled for 1990, 6-passenger, front-drive LeBaron sedan is built in Newark, Del. The "world's best selling convertible" and coupe bowed as 1987 models and are built in St. Louis, Mo.; a few are made in Toluca, Mexico.

Sales rank
15 of 70 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	100.3	184.9	68.5	2,863	2.5-liter	$12,495	
Sedan	103.3	181.2	67.3	3,064	3.0-liter	15,995	
Convertible	100.4	184.9	68.5	3,051	2.5-liter	14,995	96,616

NEW YORKER

	1989	1988
Car sales	75,893	98,172

New Yorkers are built in Belvidere, Ill. Front-drive Landau and Salon debuted as 1989 models, bringing back a familiar name. Fifth Avenue, redone in 1990, is aimed at "mature buyers seeking status and comfort."

Sales rank
18 of 70 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	104.3	193.6	68.9	3,143	3.0-liter	$16,342	
5th Ave sedan	109.3	198.6	68.9	3,452	3.3-liter	20,860	74,675

TC by MASERATI

	1989	1988
Car sales	2,924	NA

The TC by Maserati is a front-drive 2-door luxury sport covertible/hardtop. The limited-production car is built in Milan, Italy, by Officine Alfieri Maserati SpA, and sold here by Chrysler-Plymouth dealers.

Sales rank
16 of 22 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Convertible	93.0	175.8	68.5	3,274	2.2-liter	$35,500	NA

TOWN & COUNTRY

	1989	1988
Truck sales........	1,812	0

Town & Country is a front-drive 7-passenger luxury miniwagon assembled in St. Louis, Mo. Introduced in July, 1989, it has leather interior, 3.3-liter V-6 engine and electronic 4-speed automatic transmission.

Sales rank
18 of 19 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Town & Country	119.1	191.4	72.0	3,817	3.3-liter	$23,500	3,330

ACCLAIM

	1989	1988
Car sales	92,017	3,508

Acclaim was introduced in 1989 as "most researched" Plymouth ever. Built in Newark, Del., Acclaim appeals to young and affluent buyers, the company says. Its Dodge counterpart is the Spirit.

Sales rank
14 of 70 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	103.3	181.2	67.3	2,798	2.5-liter	$10,395	125,292

COLT

	1989	1988
Car sales	58,299*	79,885*

*—Total sales combined for Plymouth and Dodge Colt.

Made in Okazaki, Japan, by Mitsubishi Motors Corp., Colt was restyled in 1989. Sibling DL Wagon has front- or all-wheel drive and bowed as a 1988-model. Half of front-drive Colt DL wagon buyers are women.

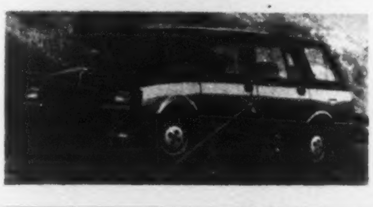
Sales rank
12 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	93.9	158.7	65.7	2,194	1.5-liter	$ 6,851	NA
Wagon	93.7	169.3	64.4	2,271	1.5-liter	9,316	NA
4wd Wagon	93.9	169.3	64.4	2,568	1.8-liter	11,145	NA

COLT VISTA

	1989	1988
Car sales	12,910*	19,439*

*—Total sales combined for Plymouth and Dodge Colt.



Plymouth Colt Vista is built in Okazaki, Japan by Mitsubishi Motors Corp. The compact 5-door wagon seats up to seven passengers and can be ordered with all-wheel drive. Colt Vista made its debut in 1984.

Sales rank
29 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Wagon	103.3	176.6	64.8	2,667	2.0-liter	$11,941	NA
4wd Wagon	103.5	176.6	64.8	2,965	2.0-liter	13,167	NA

PRODUCT PROFILES

HORIZON

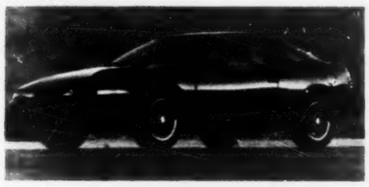
	1989	1988
Car sales...........	39,315	61,142

Horizon went out of production at Chrysler's Jefferson Ave. plant in Detroit early in 1990 because of slow-sales. Horizon, introduced in 1978, was considered a pathfinding domestic econobox.

Sales rank
17 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	99.1	163.2	66.8	2,296	2.2-liter	$6,995	32,937

LASER



	1989	1988
Car sales...........	21,098	0

Sporty Laser entered the market as a 1990 model. Made in Normal, Ill., in a joint-venture between Chrysler and Mitsubishi Motors Corp., Laser has 5-speed manual transmission as standard and can be turbocharged.

Sales rank
21 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	97.2	170.5	66.5	2,524	1.8-liter	$10,855	36,914

SUNDANCE

	1989	1988
Car sales...........	84,335	89,218

Plymouth Sundance is a product of the Chrysler assembly plant in Sterling Heights, Mich. The compact was introduced in 1987 and comes as coupe, sedan and hatchback.

Sales rank
12 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	97.0	171.1	67.3	2,615	2.2-liter	$8,845	
Sedan	97.0	171.7	67.3	2,655	2.2-liter	9,045	100,618

VOYAGER

	1989	1988
Truck sales	184,943	192,273

Voyager, one of the Chrysler minivans that upset the competition's cart when introduced in 1984, is sold in two models. The multi-purpose van, made in Windsor, Ontario, has room for seven. A 3.3-liter V-6 is optional.

Sales rank
3 of 23 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Voyager	112.0	175.9	72.0	4,070	2.5-liter	$11,995	119,572

DODGE

Lawrence R. Baker, general manager

Dodge Division
Chrysler Corp.
12000 Chrysler Dr.
Highland Park, MI 48288-1919

	1989	1988
Car sales..................	447,688	508,308
Car share (%)	4.54	4.80

Chrysler Corp.'s Dodge Division dates to 1928 when the company purchased Dodge Brothers Inc., at the time the industry's third largest company. Trucks were big sellers even then and the dealer organization was one of the strongest. Vehicles wearing the Dodge nameplate enjoyed a strong reputation for rugged durability.

COLT

	1989	1988
Car sales...........	58,299*	79,885*

*—Total sales combined for Dodge and Plymouth Colt.

Colt, restyled as a 1989 model, is made by Mitsubishi Motors Corp. in Okazaki, Japan. The 2-door hatchback is aimed at first-time buyers. The 4-door DL wagon entered the U.S. market in 1988.

Sales rank
12 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	93.9	158.7	65.7	2,194	1.5-liter	$6,851	NA
Wagon	93.7	169.3	64.4	2,271	1.5-liter	9,316	NA

COLT VISTA

	1989	1988
Car sales...........	12,910*	19,439*

*—Total sales combined for Dodge and Plymouth Colt Vista.

Colt Vista is a product of Mitsubishi Motors Corp.'s assembly plant in Okazaki, Japan. Introduced in the 1984 model year, Vista has optional on-demand all-wheel drive.

Sales rank
29 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Wagon	103.3	176.6	64.8	2,667	2.0-liter	$11,941	NA
4wd Wagon	103.5	176.6	64.8	2,965	2.0-liter	13,167	NA

DAYTONA

	1989	1988
Car sales...........	64,097	72,171

Dodge Daytona is a sporty compact that can be ordered with a variable suspension system that allows an occupant to select ride settings in degrees of softness. Daytonas are constructed at St. Louis, Mo.

Sales rank
15 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	97.0	179.2	69.3	2,751	2.5-liter	$9,745	72,452

DYNASTY

	1989	1988
Car sales...........	109,250	83,012

Dynasty, a front-drive 6-passenger intermediate, was introduced in 1988. The C-car, assembled in Belvidere, Ill., offers a choice of two V-6 engines or the standard 4-cylinder power.

Sales rank
10 of 70 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	104.3	192.0	68.9	3,006	2.5-liter	$12,995	132,636

MONACO

	1989	1988
Car sales...........	0	0

Subcompact sedan Monaco is a low-priced version of the front-drive Eagle Premier, introduced as a 1990 model. Monaco, a time-honored Chrysler name, was last used in 1978. It is built in Bramalea, Ontario.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	106.0	192.8	70.0	3,083	3.0-liter	$14,995	1,184

PRODUCT PROFILES

OMNI

	1989	1988
Car sales	40,185	59,664

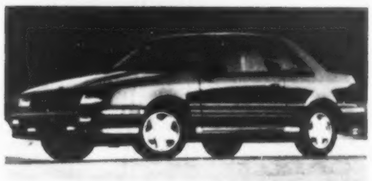
Introduced in 1978, Omni immediately cut into econobox market which had been dominated by Japanese cars and Ford Fiesta. It was produced at Belvidere, Ill., then Detroit until its demise early in 1990.

Sales rank
16 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	99.1	163.2	66.8	2,335	2.2-liter	$6,995	34,621

SHADOW

	1989	1988
Car sales	82,953	91,090



Shadow is a compact built at Sterling Heights, Mich., and introduced in 1987. Dodge calls it a "pocket rocket." In the ES iteration, Shadow packs a 2.2-liter intercooled 4-cylinder engine with variable nozzle turbocharging.

Sales rank
13 of 46 compacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	97.0	171.7	67.3	2,610	2.2-liter	$8,785	
Sedan	97.0	171.7	67.3	2,650	2.2-liter	8,985	104,145

SPIRIT

	1989	1988
Car sales	76,558	3,950

Dodge Spirit, the Chrysler intermediate-sized A-body car, was introduced in January, 1989, and was given minor appearance changes for 1990. Spirits are built in Newark, Del. Sibling is Acclaim.

Sales rank
16 of 70 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	103.3	181.2	67.3	2,798	2.5-liter	$10,495	108,048

CARAVAN

	1989	1988
Truck sales	219,576	230,140

Caravan is the industry's best-selling minivan and the biggest selling nameplate in the Chrysler Corp. stable. For 1990, Grand Caravan gets a domestic 3.3-liter engine. Caravan is built in Windsor, Ontario.

Sales rank
1 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Caravan	112.0	175.9	64.6	4,070	2.5-liter	$11,995	248,852

DAKOTA

	1989	1988
Truck sales	89,294	93,396

There's still only one factory-built convertible pickup sold in this country and that's an option package on the Dodge Dakota. Dakota comes in conventional form with 2-wheel or 4-wheel power.

Sales rank
8 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Dakota	112.0	185.9	68.4	4,240	2.5-liter	$9,700	NA

RAM PICKUP

	1989	1988
Truck sales	90,302	82,013

Dodge made an optional diesel engine available in its rugged Ram truck in 1989 and the engine proved so popular output of the unit will be doubled in 1990 model year. Club Cab is offered in 2wd and 4wd configurations.

Sales rank
10 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	115.0	185.9	68.4	3,599	2.5-liter	$10,450	91,036

RAM 50

	1989	1988
Truck sales	28,967	53,283

Dodge Ram has a 1990-V-6 engine option and is available as Power Ram with 4wd and 2wd Ram 50 which can accommodate Sports Cab for more space. Rams are made in Wayne, Mich., and Lago Alberto, Mexico.

Sales rank
11 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	105.1	176.9	65.1	4,165	2.6-liter	$7,781	NA

RAMCHARGER

	1989	1988
Truck sales	18,973	18,309

Dodge Ramcharger full-size utility vehicle is the industry's lowest priced member of that classification and is also built in Lago Alberto, Mexico. Functional features for 1990 included standard rear anti-lock brakes.

Sales rank
13 of 25 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	106.0	184.6	79.5	5,600	5.2-liter	$14,275	NA

RAM VAN/WAGON

	1989	1988
Truck sales	91,867	85,034

Dodge calls its roomy Ram Van/Wagon a "people mover." It is used widely as airporter or commuter vehicle. Unchanged in style through the years, Ram Wagon, built in Windsor, Ontario, gets engineering updates.

Sales rank
19 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Van/wagon	109.6	178.9	79.8	3,680	3.9-liter	$14,145	96,724

JEEP/EAGLE

Martin R. Levine, general manager
Jeep/Eagle Division
Chrysler Corp.
12000 Chrysler Dr.
Highland Park, MI 48288-1919

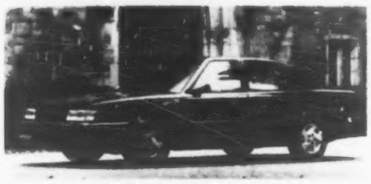
	1989	1988
Car sales	69,719	65,997
Car share (%)	0.71	0.62

Jeep/Eagle is the newest U.S. car-making entity and includes parts of former Renault operations, Mitsubishi and Jeep. In '90, slick, fast Talon is aimed at young, tech-conscious buyers. Its all-wheel-drive system is Chrysler's first. Turbocharged, intercooled, 16-valve motor also aims at the young, performance-oriented.

PRODUCT PROFILES

PREMIER

	1989	1988
Car sales..........	39,546	40,872



Eagle Premier, sold since the 1988 model year by Jeep-Eagle dealers, is made in Bramalea, Ont. The 4-door, 5-passenger intermediate has a 3-liter V-6 and such standard amenities as air conditioning.

Sales rank
26 of 70 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	106.0	192.8	70.0	3,023	3.0-liter	$15,350	32,720

SUMMIT

	1989	1988
Car sales..........	19,121	4,603

Eagle Summit is built in Okasaki, Japan. Four-passenger front-drive subcompact Mitsubishi sedan bowed as a 1989 model. Close to 80 percent of Summit buyers previously owned cars other than Chrysler products.

Sales rank
26 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	96.7	170.1	65.7	2,271	1.5-liter	$8,895	NA

TALON

	1989	1988
Car sales..........	7,145	0

Eagle Talon is the Chrysler Corp. version of the compact made in a joint venture of Chrysler and Mitsubishi Motors Corp. at Normal, Ill. Talon can be ordered with all-wheel drive and a 2.0-liter 16-valve engine.

Sales rank
31 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	97.2	172.4	66.9	2,711	2.0-liter	$12,995	
4wd Coupe	97.2	172.4	66.9	3,101	2.0-liter	16,437	12,915

JEEP CHEROKEE

	1989	1988
Truck sales........	156,118	149,566

Available with 4wd, the multi-purpose Cherokee has been sold since 1984. The still-stylish Jeep is built in Toledo.

Sales rank
2 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Cherokee	101.4	165.3	70.5	2,853	2.5-liter	$13,745	207,216

JEEP COMANCHE

	1989	1988
Truck sales........	25,074	37,971

Introduced in 1986, Toledo-built Comanche is a combination of versatile family pickup and muscular Jeep off-road four-wheeler. Long-bed cargo box is available.

Sales rank
12 of 20 pickups

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	112.9	179.2	71.7	NA	2.5-liter	$8,095	25,311

JEEP WAGONEER

	1989	1988
Truck sales........	17,252	23,620

Upscale Toledo-built Wagoneer bowed in current iteration in 1984. A combination of Jeep ruggedness and luxury car, Wagoneer is a favorite of gentleman farmers, car armorers, political security forces, bodyguards.

Sales rank
19 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Limited	101.4	165.3	70.5	2,936	2.5-liter	$24,795	
Grand	108.7	186.4	74.8	4,499	5.9-liter	27,795	17,057

JEEP WRANGLER

	1989	1988
Truck sales........	50,726	42,076

When many people think of Jeep they envision the World War II vehicle that replaced the horse and motorcycle. Jeep Wrangler today is a versatile, highly refined product built in Brampton, Ontario.

Sales rank
7 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Wrangler	93.4	152.6	66.0	3,736	2.5-liter	$9,393	NA

DAIHATSU

S. "John" Fukunaka, President and CEO
C.R. "Dick" Brown, executive vp and COO

Daihatsu America Inc.
4422 Corporate Center Dr.
Los Alamitos, CA 95725

	1989	1988
U.S. car sales..........	15,118	11,460
Car share (%).........	0.15	0.11

Daihatsu America, (1986), is a subsidiary of Daihatsu Motor Co., Osaka, Japan. The venerable parent firm called Hatsudoki Seizo Co. was formed in 1907 and its first car - a 3-wheeler - was built in 1930. Renamed Daihatsu Motor Co. in 1974 when its first 4wd vehicle was marketed, the Japanese auto maker came out with Charade in 1977 on a car with 933 cc power. In 1985, Daihatsu built its 10 millionth vehicle and in 1988 entered U.S. market with Charade. Toyota Motor Corp. has a 14 percent stake in Daihatsu.

CHARADE

	1989	1988
Car sales..........	15,118	11,460

Charade is a Daihatsu name dating back to 1977 when a car with 933cc engine was introduced in Japan. The subcompact came to this country in 1988 on 2-door hatchback. A Daihatsu sedan bowed as 1990 model.

Sales rank
27 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr Hatchback	92.1	144.9	63.6	1,820	1.0-liter	$6,497	
Sedan	92.1	159.6	63.6	2,045	1.3-liter	8,197	NA

ROCKY

	1989	1988
Car sales..........	0	0

Daihatsu's Rocky is wide-track 4wd utility with a 16-valve, 1.6-liter multiport injection engine that combines "luxury with economical ruggedness." Rocky is sold with removeable hardtop or retractable soft top.

Sales rank
25 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Rocky	85.6	148.2	68.5	2,833	1.6-liter	$10,897	NA

FERRARI

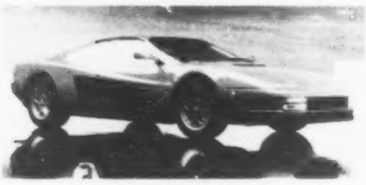
Giuseppe Greco, president

Ferrari North America
777 Terrace Ave.
Hasbrouck Heights, NJ 07604

	1989	1988
U.S. car sales	805	1,054
Car share (%)	0.00	0.01

Bearing the badge of the prancing horse, Ferrari cars are built by Ferrari SpA, Modena, Italy, with engines coming from Maranello. Cars bear the stamp of Enzo Ferrari, race driver-entrepreneur, who died in 1988. The first true Ferrari was a race car, the 125 built in 1947, and that successful V-12 effort was followed by a steady stream of racers. Strong, slick Ferraris formed the backbone of a breed of cars that became known in the post World War II period as "the supercars." Victories in Formula One racing focused attention on Ferrari. Joining the stable in the 1990 model year is a 2-seater Ferrari 348 TB with a 3.4-liter 32-valve V-8, 300 hp engine that is longitudinally mounted.

TESTAROSSA



	1989	1988
Car sales	NA	NA

The 180 mph Ferrari Testarossa (Redhead) is engineered for high-performance and "from its inception has been the very embodiment of the Ferrari spirit." The 12-cylinder, 48-valve engine generates 380 hp.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Coupe	100.4	176.6	77.8	3,660	4.9-liter	$161,600	NA

MONDIAL t

	1989	1988
Car sales	NA	NA

Ferrari's Mondial was introduced in 1980 but the Mondial t is new in styling and technicals in the 1990 model year. The letter t indicates the transverse gear box. A coupe and Cabriolet convertible make up the line.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Coupe	104.3	178.5	70.6	3,440	3.2-liter	NA	
2-dr. Cabriolet	104.3	178.5	70.6	3,462	3.2-liter	NA	NA

FORD MOTOR CO.

Harold A. Poling, chairman and CEO.
Philip E. Benton Jr., president and COO.

Ford Motor Co.
The American Road
Dearborn, MI 48121

	1989	1988
U.S. car sales	2,177,866	2,289,764
U.S. light truck sales	1,401,994	1,462,087
Car share (%)	22.07	21.62
Truck share (%)	29.95	30.00

Ford Motor Co., was founded by Henry Ford whose first car ran June 4, 1896. The great inventor and entreprenurial genius built the business from a one-man operation in a Detroit shed into a broadly held worldwide company selling millions of cars a year. "The car that put the world on wheels," the Model T was launched in 1908; 15 million were built.

In March, Ford bought Jaguar plc, the holding company for Jaguar Cars Ltd., for $2.5 billion and said that move "gives Ford a new presence in the world's premium-car market."

FORD DIV.

	1989	1988
Car sales	1,502,878	1,596,671
Car share (%)	15.23	15.08

Thomas J. Wagner, vp and general manager

Ford Division
Ford Motor Co.
P.O. Box 43301
300 Renaissance Center
Detroit, MI 48243

Ford Division was formed Feb. 11, 1949, following a post-World War II reorganization under Henry Ford II, grandson of the company's founder. The division was created to bring a central staff more control of administration and production.

Ford Division builds "workingman's car to luxurious family-sized cars."

ESCORT

	1989	1988
Car sales	333,535	387,815

The 1980's best-seller bowed in the U.S. in 1980; Escort 1989 sales were 392,360 units, it's best. The subcompact was redesigned in 1985, not again until 1991. Escorts are built in Wayne, Mich., and Hermosillo, Mexico.

Sales rank
1 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	94.2	169.4	65.9	2,242	1.9-liter	$7,565	
Sedan	94.2	169.4	65.9	2,310	1.9-liter	8,674	
Wagon	94.2	169.4	65.9	2,313	1.9-liter	9,259	347,290

FESTIVA

	1989	1988
Car sales	69,328	69,167

Festiva was introduced in August, 1987, as a 1988 model to compete with other Asian imports. Built in Seoul, South Korea, the subcompact has throttle-body injection and a 5-speed manual transmission.

Sales rank
9 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	90.2	140.5	63.2	1,785	1.3-liter	$6,319	NA

LTD CROWN VICTORIA

	1989	1988
Car sales	108,085	114,212

Dating from 1978, LTD Crown Victoria and its powerful 8-cylinder engine is popular with police and taxi fleet managers and those with more customary driving needs. Crown Vic is built at St. Thomas, Ontario.

Sales rank
7 of 23 standard cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	114.3	211.0	77.5	3,821	5.0-liter	$17,257	
Wagon	114.3	215.7	79.3	3,978	5.0-liter	17,668	117,900

MUSTANG

	1989	1988
Car sales	161,148	170,080

Few cars have met with the near-exuberance the public showed Mustang as it appeared April 17, 1964. Mustang is built at the Rouge complex in Dearborn, Mich., with most recent redesign in 1979.

Sales rank
7 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	100.5	179.6	68.3	2,759	2.3-liter	$ 9,456	
2-dr. Hatchback	100.5	179.6	68.3	2,824	2.3-liter	9,962	
Convertible	100.5	179.6	68.3	2,960	2.3-liter	15,141	
GT V-8 coupe	100.5	179.6	68.3	2,970	5.0-liter	13,986	172,698

PROBE

	1989	1988
Car sales	133,650	77,763

Probe is designed by Ford but engineered and built by Mazda Motor Manufacturing (USA) Corp. in a plant in Flat Rock, Mich., that also turns out Mazda MX-6 cars. The compact bowed in May, 1988, as a 1989 model.

Sales rank
8 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
GL coupe	99.0	177.0	67.9	2,730	2.2-liter	$11,470	129,891

PRODUCT PROFILES

TAURUS

	1989	1988
Car sales...........	348,061	374,627

Taurus put Ford into a fiscal turnaround mode, moving it solidly into the automotive mainstream of the 1980's. Taurus is assembled in Atlanta, Ga., and Chicago, Ill., and is available as the Taurus SHO.

Sales rank
1 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	106.0	188.4	70.8	2,956	2.5-liter	$12,640	
SHO (24-V engine)	106.0	188.4	70.8	2,970	3.0-liter	21,633	
Wagon	106.0	191.9	70.8	3,244	3.0-liter	14,272	362,181

TEMPO

	1989	1988
Car sales...........	228,426	285,441

Another durable Ford platform is Tempo, which bowed as a 1984 model. Built at Kansas City, Mo., and Oakville, Ontario, Tempo had a significant styling revision for the 1986 car year and an exterior freshening for 1988.

Sales rank
4 of 46 compacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	99.9	176.7	68.3	2,529	2.3-liter	$9,483	
Sedan	99.9	177.0	68.3	2,587	2.3-liter	9,633	281,077

THUNDERBIRD

	1989	1988
Car sales...........	120,645	117,866

Built in Lorain, Ohio, Thunderbird has been Ford Division's top entry since its appearance as a 1955 model. The T'Bird started as a little sports job at $2,950, grew to become a 4-door then was switched back to a coupe.

Sales rank
5 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	113.0	198.7	72.7	3,581	3.8-liter	$14,980	
Super Coupe	113.0	198.7	72.7	3,809	3.8-liter	20,390	137,395

AEROSTAR

	1989	1988
Van sales	188,130	184,578

Aerostar wagon and van went on sale in 1986. Built in St. Louis, Mo., the versatile vehicles may be ordered in extended length and with 4wd starting in 1990. ABS is standard as is 21-gallon plastic fuel tank.

Sales rank
2 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Aerostar/wagon	118.9	174.9	71.7	3,102	3.0-liter	$12,267	215,702

BRONCO

	1989	1988
Truck sales	62,653	55,124

The big, rugged 4WD Bronco entered the market in 1966 with current platform dating to 1980 model year. Options include 5.0-liter and 5.8-liter injected V-8s, seating capacity for up to six. Bronco is built in Wayne, Mich.

Sales rank
6 of 25 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Bronco	104.7	180.5	79.1	4,532	4.9-liter	$16,795	70,156

BRONCO II

	1989	1988
Truck sales	108,990	124,109

Bronco II will be replaced in the 1991 model year by the Ford Explorer. Bronco II made its debut as a 1984 model, and has had evolutionary appearance changes since. Ford utility job is built in Louisville, Ky.

Sales rank
3 of 25 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Bronco II	94.0	161.9	68.0	4,040	2.9-liter	$13,001	118,547

ECONOLINE/ CLUB WAGON

	1989	1988
Truck sales	191,977	215,528

Econoline was introduced in 1961 to kick off an upward trend in van sales which has continued. The Ford vans and Club Wagons are assembled in Lorain, Ohio. Options include seating for up to 15.

Sales rank
5 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Econ/Club wagon	124.0	186.6	79.9	3,873	4.9-liter	$12,740	207,548

F-SERIES PICKUPS

	1989	1988
Truck sales........	566,387	584,169

Ford Division dates its full-sized light trucks to 1925. The first F-100 debuted in 1953. Changes in 1990 include electronic automatic overdrive transmission, greater availability of automatic locking hubs.

Sales rank
2 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
F-150	116.8	194.1	79.0	3,670	4.9-liter	$10,249	
F-250	133.0	210.2	79.0	3,955	4.9-liter	12,156	
F-350	133.0	210.2	79.0	4,730	4.9-liter	12,403	830,791

RANGER

	1989	1988
Truck sales	284,125	298,579

Ranger has been on sale since 1983. Made in Louisville, Ky., the little truck features an optional 160 hp 4.0-liter engine and trailer towing capability boosted in 1990. Standard power is 2.3-liter "Twin Plug" engine.

Sales rank
3 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Ranger	107.9	176.5	66.8	4,420	2.3-liter	$7,856	307,460

LINCOLN-MERCURY DIV.

Ross H. Roberts, vp and general manager
Lincoln-Mercury Division
Ford Motor Co.
300 Renaissance Center
Detroit, MI 48243

	1989	1988
Car sales..................	674,988	693,093
Car share (%)	6.84	6.54

Lincoln-Mercury Division was formed Oct. 22, 1945, in a company-wide restructuring run by Ford vice president Ernest R. Breech. Under Henry Ford II, Breech aimed at modernizing organization and created divisions that followed a General Motors pattern of centralized administration.

PRODUCT PROFILES

CONTINENTAL

	1989	1988
Car sales...........	56,441	47,424

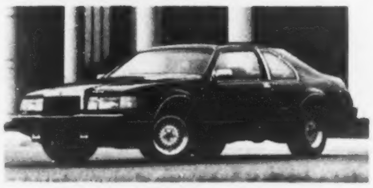
Bowing as a 1988 model, Lincoln Continental was freshened for '90 model year. Built in Wixom, Mich., it has sequential multiport injection. A light-duty towing package is optional and allows pulling of 2,000 pounds.

Sales rank
22 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	[illegible]	205.1	72.7	3,663	3.8-liter	$29,422	64,462

MARK VII

	1989	1988
Car sales...........	24,620	22,526



The full-sized Mark was introduced as a 1984-model. It is built at Wixom, Mich., and boasts a lengthy list of standard equipment that is optional in most other cars. Driver-side air bags are added for current model year.

Sales rank
30 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	108.5	202.8	70.9	3,779	5.0-liter	$29,246	21,592

TOWN CAR

	1989	1988
Car sales...........	119,254	121,674

Lincoln Town Car was given a new appearance and interior for the 1990 model year. Emphasis put on modernizing standard-sized car platform introduced in fall, 1979. All Lincolns are assembled in Wixom, Mich.

Sales rank
5 of 23 standard cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	117.4	220.2	78.1	4,025	5.0-liter	$27,986	127,679

COUGAR

	1989	1988
Car sales...........	99,673	100,961

Current Lorain, Ohio-built Lincoln-Mercury version of Ford Thunderbird was introduced as 1989 model. An on-board diagnostic maintenance monitor indicates when oil change is due, low fuel, low oil, low coolant.

Sales rank
12 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	113.0	198.7	72.7	3,608	3.8-liter	$15,816	
XR 7 coupe	113.0	198.7	72.7	3,805	3.8-liter	20,213	114,300

GRAND MARQUIS

	1989	1988
Car sales	111,575	114,385

Standard-sized Mercury Grand Marquis sedan is assembled in St. Thomas, Ontario. Introduced in current style in 1980, Marquis gets new instrument panel, driver air bag and updated climate control for 1990.

Sales rank
6 of 23 standard cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	114.3	213.6	77.5	3,832	5.0-liter	$17,784	
Colony Park wagon	114.3	218.0	79.3	4,006	5.0-liter	18,504	127,074

SABLE

	1989	1988
Car sales...........	110,962	119,218

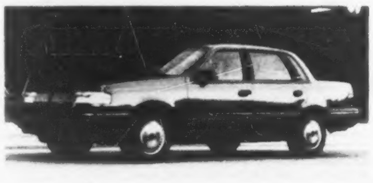
Sable debuted as 1986 model built in Atlanta, Ga., and Chicago. Car has remained untouched by stylists since introduction while receiving engineering changes like engine improvements, safety features.

Sales rank
8 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	106.0	192.2	70.8	3,131	3.0-liter	$15,065	
Wagon	106.0	192.2	70.8	3,260	3.0-liter	16,010	116,886

TOPAZ

	1989	1988
Car sales...........	85,732	92,723



Built in Kansas City, Mo., and Oakville, Ont., Topaz is entry-level car for Lincoln-Mercury dealers. Introduced as a 1984 model with a 2.0-liter diesel option, compact was updated in 1986 and again in 1988.

Sales rank
11 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	99.9	176.7	68.3	2,546	2.3-liter	$10,007	
Sedan	99.9	177.0	68.3	2,602	2.3-liter	10,164	123,103

TRACER

	1989	1988
Car sales...........	57,966	58,921

Tracer was introduced as a 1988 model built in Hermosillo, Mexico. Reengineered with Mazda Motor Corp., the 1991 Tracer will be assembled in Wayne, Mich. as well as Hermosillo. Its mate is Ford Escort.

Sales rank
13 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	94.7	162.0	65.2	2,205	1.6-liter	$8,672	
Sedan	94.7	162.0	65.2	2,240	1.6-liter	9,358	
Wagon	94.7	169.7	65.2	2,335	1.6-liter	9,842	39,589

GENERAL MOTORS

Roger B. Smith, chairman and CEO
Robert C. Stempel, president and COO

General Motors Corp.
General Motors Bldg.
3044 W. Grand Blvd.
Detroit, MI 48202.

	1989	1988
U.S. car sales	3,437,251	3,822,014
U.S. light truck sales	1,668,973	1,689,406
Car share (%)	34.83	36.09
Truck share (%).......	35.66	34.67

General Motors, formed in 1908 in Flint, Mich., has 240 operations in 142 U.S. cities including 30 assembly plants. GM also has plants in Canada and Mexico, and assembly, manufacturing or distribution sites in 35 other countries.

In 1984, GM reorganized vehicle operations into Buick-Oldsmobile-Cadillac and Chevrolet-Pontiac-GM of Canada groups, based in Warren, Mich., and the Truck & Bus Group, Pontiac, Mich. Automotive profits in 1989 were lower than in 1988 because of lower volume and higher sales incentives reflecting tough competition.

BUICK

Edward H. Mertz, general manager

Buick Motor Division
General Motors
902 E. Hamilton Ave.
Flint, MI 48550.

	1989	1988
Car sales..................	542,917	581,424
Car share (%)	5.50	5.49

Buick Motor Co. was organized in Flint, Mich., in 1903 by David Dunbar Buick, saved by William C. Durant a year later and became part of General Motors Co. in 1908. Operated as a separate division until 1984 when GM was reorganized, Buick became part of the Buick-Oldsmobile-Cadillac Group.

PRODUCT PROFILES

CENTURY

	1989	1988
Car sales..........	134,682	131,994

Buick's mid-sized Century was introduced in 1982 and is assembled in Oklahoma City, Okla. Restyled in 1989, front-drive Century is built as a coupe, sedan and station wagon.

Sales rank
4 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	104.8	189.1	69.4	2,839	2.5-liter	$13,250	
Sedan	104.8	189.1	69.4	2,869	2.5-liter	13,150	
Wagon	104.8	190.9	69.4	3,048	2.5-liter	14,570	122,766

ELECTRA

	1989	1988
Car sales..........	77,621	84,453

Buick Electra, built in Wentzville, Mo., was redesigned for the 1985 model year and gets another redesign for 1991. Electra is available as Electra Limited, Park Avenue, Park Avenue Ultra and Electra T.

Sales rank
9 of 23 standards

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	110.8	196.9	72.4	3,307	3.8-liter	$20,225	80,049

LE SABRE

	1989	1988
Car sales..........	147,321	141,440

Buick LeSabre, which made its debut in 1986, was given new front and rear appearance for the 1990 model year. LeSabre is built by Buick-Oldsmobile-Cadillac Group in Buick City, Flint, Mich.

Sales rank
3 of 23 standards

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	110.8	196.5	72.4	3,234	3.8-liter	$16,145	
Sedan	110.8	196.5	72.4	3,270	5.0-liter	16,050	
Wagon	115.9	220.5	79.3	4,339	5.0-liter	17,940	164,858

REATTA

	1989	1988
Car sales..........	7,905	4,514

Specialty car Reatta debuted in 1989 and a convertible version was added in the 1990 model year. The 2-seater is a product of what the company calls the Reatta Craft Center in Lansing, Mich.

Sales rank
7 of 22 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	98.5	183.5	73.0	3,372	3.8-liter	$28,335	
Convertible	98.5	183.5	73.0	3,569	3.8-liter	34,995	6,378

REGAL

	1989	1988
Car sales..........	76,003	122,871

Buick Regal made its debut as a coupe in 1988 and sedan in 1990. Gran Touring package includes ride, tire upgrades. A top-seller among GM-10 body cars, Regal is assembled in Oshawa, Ontario.

Sales rank
17 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	107.5	192.2	72.5	3,237	3.1-liter	$15,200	
Sedan	107.5	194.6	72.5	3,311	3.1-liter	NA	74,346

RIVIERA

	1989	1988
Car sales..........	19,208	11,750

Riviera by Buick is built in the Cadillac Motor Car Division assembly center in Hamtramck, Mich. The luxurious front-drive coupe was lengthened and reskinned for the 1989 car year.

Sales rank
36 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	108.0	198.3	73.1	3,463	3.8-liter	$23,040	20,626

SKYLARK

	1989	1988
Car sales..........	63,725	58,346

Skylark bowed in 1985 as a 4-door Somerset Regal. Name change came quickly to avoid confusion with Buick's other Regal. Skylark, made in Lansing, Mich., can be bought as an economy or sporty job.

Sales rank
16 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	103.4	180.0	66.6	2,558	2.5-liter	$10,565	
Sedan	103.4	180.0	66.6	2,625	2.5-liter	10,465	68,464

CADILLAC

John O. Grettenberger, general manager
Cadillac Motor Car Division
General Motors
2860 Clark St.
Detroit, MI 48232

	1989	1988
Car sales.................	266,899	266,548
Car share (%)...........	2.70	2.52

Cadillac Division was organized in 1902 and became part of GM in 1908. From its start, Cadillac has epitomized luxuriousness among American car makers. Cadillac was first with parts interchangeability, closed bodies and the water-cooled V-8. Unlike other GM divisions, Cadillac is an independent company.

ALLANTE

	1989	1988
Car sales..........	3,276	3,065

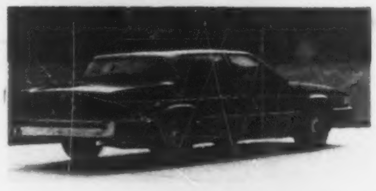
Allante, launched in 1987, is a 2-seat luxury convertible or roadster with hardtop. Painted and "dressed" at Pininfarina Coachbuilding, Turin, Italy, Allante is put on chassis in Hamtramck, Mich.

Sales rank
15 of 22 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Convertible	99.4	178.7	73.5	3,466	4.5-liter	$53,050	3,232

DE VILLE

	1989	1988
Car sales..........	170,444	160,291



Built in Orion Township, Mich., Coupe de Ville and Sedan de Ville are a benchmark for American luxury. DeVille, restyled in 1984, is the best selling U.S.-built luxury car and has a long list of standard features.

Sales rank
1 of 23 standards

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	110.8	202.7	71.7	3,466	4.5-liter	$26,960	
Sedan	113.8	205.6	71.7	3,546	4.5-liter	27,540	180,510

ELDORADO

	1989	1988
Car sales...........	30,051	31,199

Eldorado is a soft-riding coupe with high-performance features: 180 hp and acceleration from zero to 60 mph in 9.0 seconds. Debuting in 1966, Eldo was one of GM's first front-drive cars; it is built in Hamtramck, Mich.

Sales rank
29 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	108.0	191.4	72.4	3,426	4.5-liter	$28,855	29,161

FLEETWOOD

	1989	1988
Car sales...........	39,858	43,670

Fleetwood coupe and sedan, last restyled in 1984, are made in Orion Township, Mich. Providing roomy luxury for six, the upgraded version, Fleetwood 60 Special, may offer the most seat power adjustments on a car.

Sales rank
11 of 23 standards

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	110.8	202.7	71.7	3,538	4.5-liter	$32,400	
Sedan	113.8	205.6	71.7	3,618	4.5-liter	32,980	
Brougham	121.5	221.0	76.5	4,283	5.0-liter	27,400	56,367

SEVILLE

	1989	1988
Car sales...........	23,030	22,439

When talking about their Seville, Cadillac people mention styling, luxurious appointments, performance and handling that make the car distinctive with a European flair. Seville is assembled in Hamtramck, Mich.

Sales rank
32 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	108.0	190.8	72.0	3,480	4.5-liter	$31,830	24,319

CHEVROLET

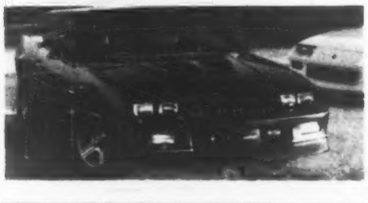
	1989	1988
Car sales..................	1,348,430	1,479,616
Car share (%)............	13.67	13.97

J.C. Perkins, general manager
Chevrolet Motor Division
General Motors
30007 Van Dyke
Warren, MI 48090

Louis Chevrolet, Swiss engineer, formed Chevrolet Motor Car Co. in Detroit, on Nov. 3, 1911. The company joined GM in 1918 and Chevy cars became chief competition for low-priced Ford Motor Co. products. In 1929, Chevrolet outsold Ford, one million units to 356,000. Americans buy more Chevys than any other make.

CAMARO

	1989	1988
Car sales...........	95,469	101,655



The rear-drive Camaro was introduced in 1966; it has been a top-selling muscular sporty car ever since. Built in Van Nuys, Calif., the Camaro line is beefed up by the IROC-Z in 1990 and RS and Z28 in 1991.

Sales rank
15 of 71 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	101.0	192.0	72.8	3,107	3.1-liter	$10,995	
Convertible	101.0	192.0	72.8	3,348	5.0-liter	16,880	100,684

CAPRICE

	1989	1988
Car sales...........	148,823	172,993

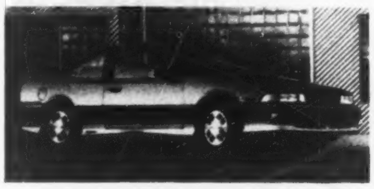
Caprice was introduced in 1965 as a model of Chevy Impala and as a separate model in 1966. Downsized in 1977, it will be restyled for the 1991 model year. Caprice production moves to Willow Run, Mich., for 1991.

Sales rank
2 of 23 standard cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	115.9	212.2	75.4	3,803	5.0-liter	$14,525	
Wagon	116.0	215.7	79.3	4,324	5.0-liter	15,725	162,751

CAVALIER

	1989	1988
Car sales...........	295,715	306,267



Cavalier has been a strong contender since introduction in 1982. The subcompact shares the J-car designation with Pontiac Sunbird and, at one time, with Cadillac Cimarron, Buick Skyhawk and Oldsmobile Firenza.

Sales rank
2 of 44 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	101.2	178.6	66.0	2,465	2.2-liter	$7,577	
Sedan	101.2	178.6	66.0	2,471	2.2-liter	7,777	
Wagon	101.2	178.0	66.0	2,529	2.2-liter	8,165	355,075

CELEBRITY

	1989	1988
Car sales...........	141,796	252,861

Mid-sized Celebrity debuted in 1983 as coupe, sedan and wagon. Only the 6-passenger and 8-passenger wagons survive in the 1990 model year. Celebrity is built in Oklahoma City, Okla., and Ste. Therese, Quebec.

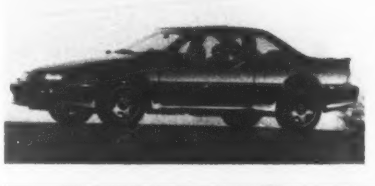
Sales rank
5 of 71 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Wagon	104.9	190.8	69.3	2,954	2.5-liter	$12,395	97,064

BERETTA

	1989	1988
Car sales...........	326,006*	380,301*

*—Total sales combined for Beretta & Corsica



Beretta, debuted as an '88 model, has become Chevrolet's best-selling coupe. Standard are a plastic fuel tank and European-style sport suspension. Beretta/Corsica are made in Linden, N.J., and Wilmington, Del.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	103.4	187.2	68.2	2,637	2.2-liter	$10,320	
Convertible	103.4	187.2	68.0	2,745	3.1-liter	NA	370,741*

*—Total built combined for Beretta & Corsica

CORSICA

	1989	1988
Car sales...........	326,006*	380,301*

*—Total sales combined for Corsica & Beretta

A notchback sedan, Corsica made its debut with the coupe Beretta in spring 1987, and quickly rose in sales. Now a best-selling compact, Corsica has an Isuzu-built 5-speed manual transmission as standard equipment.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	103.4	183.4	68.2	2,635	2.2-liter	$9,495	370,741*

*—Total built combined for Corsica & Beretta

PRODUCT PROFILES

CORVETTE

	1989	1988
Car sales	23,928	23,281

Corvette bowed in 1953 and, while going through yearly changes, has had only one major restyling in 15 years. Fiberglass-bodied Corvette remains a 2-seat sporty luxury car and often carries state-of-GM-art engineering.

Sales rank
2 of 22 speciality class cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	96.2	176.5	71.0	3,255	5.7-liter	$31,979	
Convertible	96.2	176.5	71.0	3,301	5.7-liter	37,264	25,279

CORVETTE ZR-1

	1989	1988
Car sales	0	0

Corvette ZR-1 bowed as a 1990 model and is set apart by flared sides, rectangular tail lights, accomodations for bigger wheels and tires. It boasts an aluminum 5.7-liter V-8 engine, 6-speed manual transmission.

Sales rank
Not available

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-door coupe	96.2	176.5	71.0	3,479	5.7-liter	$58,995	NA

LUMINA

	1989	1988
Car sales	111,149	28,740

Lumina, introduced in March, 1989, was joined last fall by a coupe and plastic-bodied APV minivan. Billed as family transportation, the mid-sized Lumina line is: "the first of a new generation of Chevrolets."

Sales rank
9 of 71 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	107.5	198.4	71.1	3,042	2.5-liter	$12,140	
Sedan	107.5	197.6	71.0	3,122	2.5-liter	12,340	196,411

GEO METRO

	1989	1988
Car sales	52,792	48,088

Metro, with 58 mpg, tops the EPA fuel-economy list. It has a 1.0-liter, 3-cylinder engine with electronic fuel injection. Metro bowed as a '90 model and is made for Chevrolet by Suzuki Motor Co. in Kosai, Japan.

Sales rank
14 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	89.2	146.1	62.0	1,620	1.0-liter	$5,995	
Sedan	93.1	150.0	62.7	1,693	1.0-liter	6,995	NA

GEO PRIZM

	1989	1988
Car sales	89,875	96,868

Prizm is a product of a 7-year-old GM-Toyota Motor Corp. joint venture in Fremont, Cal., New United Motor Mfg. Inc. Prizm replaced Nova in 1989. Geo is a separate franchise available to Chevy dealers.

Sales rank
7 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	95.7	170.7	65.2	2,347	1.6-liter	$10,125	
4-dr. Hatchback	95.7	170.7	65.2	2,397	1.6-liter	10,425	112,342

GEO STORM

	1989	1988
Car sales	62,877	68,347

Storm is a 1990 entry for Chevrolet dealers holding Geo franchises. The subcompact coupe has integrated halogen fog lights, alloy wheels, a sporty instrument group. Storm is built in Fujisawa, Japan, by Isuzu Motors Ltd.

Sales rank
10 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	96.5	163.4	66.7	2,282	1.6-liter	$10,390	NA

CHEVROLET/GMC TRUCK

John D. Rock, general manager.

GM Truck & Bus Group
General Motors
31 Judson
Pontiac, MI 48058

	1989	1988
Truck sales	1,663,625	1,689,406
Chevrolet	1,309,837	1,336,407
GMC	353,788	352,999
Truck share (%)	35.54	34.67
Chevrolet	27.99	27.43
GMC	7.56	7.24

GMC Truck is part of GM's Truck & Bus Group. GMC light trucks are identical to Chevrolet's, but are sold through GMC's marketing group and include no car-like minivans. GM entered the truck market in 1911, when it bought Rapid Motor Vehicle Co. and Reliance Motor Car Co.; the GMC division was formed in 1946.

ASTRO/SAFARI

	1989	1988
Truck sales	175,622	190,001

Astro/Safari is a minivan with trailer-towing capabilities, traction and cargo-carrying stamina, partly derived from its rear-drive. 1990 models have full-time all-wheel drive and 4-wheel anti-lock braking.

Sales rank
4 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Astro/Safari	110.0	177.0	77.0	3,108	4.3-liter	$13,790	203,019

S-10 BLAZER/ S-15 JIMMY

	1989	1988
Truck sales	223,541	229,033

Blazer and Jimmy can haul up to 12,000 pounds of cargo, a feature important to 40 percent of the buyers who want the trailer-towing option. 1990 models have 4-wheel ABS and more rust-resisting galvanized steel.

Sales rank
1 of 25 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Blazer/Jimmy	108.3	178.2	64.8	3,319	4.3-liter	$12,966	214,357

CHEVY/GMC VANS

	1989	1988
Van sales	184,094	181,032

GM passenger and cargo vans for 1990 are offered in extended versions with 21 additional inches of wheelbase. Rear-wheel ABS and electric speedometers are standard on the vans.

Sales rank
6 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Chevy/GMC Vans	110.0	178.2	79.5	4,900	4.3-liter	$12,650	212,807

PRODUCT PROFILES

CHEVY/GMC PICKUPS

	1989	1988
Pickup sales	671,070	656,966

Rugged and versatile GM pickups have contributed greatly to changing the character of American motoring. One of every three vehicles sold in the United States is a light truck or minivan.

Sales rank
1 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickups	117.5	194.1	77.1	3,231	4.3-liter	$11,625	522,296

CHEVY S-10/ GMC S-15

	1989	1988
Truck sales	281,292	301,343

In the 1991 model year the little 2-door utility vehicles, Chevrolet S-10 and GMC S-15, will be joined by 4-door models, an increasingly popular offering. S-15 gets a name change to Sonoma.

Sales rank
4 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
S-10/S-15	108.3	178.2	64.8	3,662	2.5-liter	$7,995	296,785

LUMINA APV

	1989	1988
Truck sales	9,776	0

There is no GMC version of GM's plastic-skinned all-purpose vehicle that debuted as a 1990 model. Built in North Tarrytown, N.Y., Lumina APVs have front-wheel drive, comforts of a large sedan, wagon or truck van.

Sales rank
13 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
APV	109.8	194.2	73.9	3,648	3.1-liter	$13,995	14,304

SUBURBAN

	1989	1988
Truck sales	89,079	89,641

Full-size utilities Chevy and GMC Suburban have been called uniquely American vehicles. They can haul up to 16,000 pounds, and trailer 9,500, when properly equipped. New in 1990 is 4-wheel ABS.

Sales rank
4 of 25 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Suburban	129.5	219.1	79.6	4,433	5.7-liter	$15,615	

GEO TRACKER

	1989	1988
Truck sales	11,461	2,145

Stubby 4wd Tracker has room for four and now comes as a convertible. Bowing in 1989, Tracker is built by Cami Automotive Inc. Ingersoll, Ontario joint venture of GM and Suzuki Motor Co., and in Kosai, Japan.

Sales rank
14 of 24 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Tracker	86.6	142.5	64.2	2,238	1.6-liter	$11,035	NA

OLDSMOBILE

	1989	1988
Car sales	600,037	715,270
Car share (%)	6.08	6.75

J. Michael Losh, general manager
Oldsmobile Division
General Motors
920 Townsend St.
Lansing, MI 48921

Oldsmobile, organized in Lansing, Mich., in 1897, built the curved-dash Olds, the first mass-produced car in 1908. It joined GM in 1908.

Olds introduced the first high-compression V-8 with Cadillac in 1948 and has become known as GM's technology division, particularly in engine development.

CALAIS

	1989	1988
Car sales	95,254	106,117

Cutlass Calais, a compact, is built in Lansing, Mich. The Quad 442 version has the division's most powerful engine, the 180 hp high-output Quad 4, in the division's lightest body.

Sales rank
10 of 46 compacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	103.4	178.8	66.6	2,518	2.5-liter	$9,995	
Sedan	103.4	178.8	66.5	2,586	2.5-liter	9,995	87,747

CUTLASS CIERA

	1989	1988
Car sales	190,720	237,386

Cutlass Ciera is Olds' best-selling model. Ciera was introduced in its current configuration in 1983. Reskinned in the 1989 model year, Ciera is assembled in Oklahoma City, Okla., and Saint Therese, Quebec.

Sales rank
2 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	104.9	193.2	69.5	2,736	2.5-liter	$12,195	
Sedan	104.9	193.2	69.5	2,764	2.5-liter	11,995	210,043

CUTLASS SUPREME

	1989	1988
Car sales	99,898	116,179

Cutlass Supreme bowed as a 2-door model in 1988, was joined by a 4-door sedan in 1989. Made in Doraville, Ga., Cutlass Supreme, an intermediate, is offered with head-up instrumentation - windshield display.

Sales rank
11 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	107.5	192.3	71.0	3,133	2.3-liter	$14,495	
Sedan	107.5	192.2	70.9	3,221	2.3-liter	14,595	
Convertible	107.5	192.3	71.0	3,485	3.1-liter	NA	
Wagon	104.9	194.4	69.5	2,913	2.5-liter	$15,295	115,084

88 ROYALE

	1989	1988
Car sales	138,357	158,205

Eighty-Eight Royale is a standard-sized family car assembled in Flint, Mich., and Wentzville, Mo. The Delta part of the front-drive car's name was dropped in calendar 1989. ABS is optional.

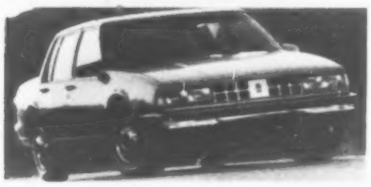
Sales rank
4 of 23 standards

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	110.8	196.3	72.6	3,248	3.8-liter	$15,895	
Sedan	110.8	196.3	72.6	3,293	3.8-liter	15,995	148,411

PRODUCT PROFILES

98 REGENCY

	1989	1988
Car sales..........	65,671	73,348



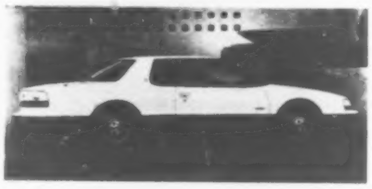
The current version of the Ninety-Eight was introduced in 1988. A standard-sized luxury model, the Ninety-Eight is built in Orion Township, Mich. and is available as Regency and Regency Brougham.

Sales rank
10 of 23 standards

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	110.8	196.3	72.6	3,325	3.8-liter	$19,995	
Touring sedan	110.2	196.3	72.6	3,495	3.8-liter	26,795	71,497

TORONADO

	1989	1988
Car sales..........	10,125	14,887



Toronado bowed in 1965 as one of the first modern front-drive U.S.-built cars. Significantly downsized, the Toro was restyled for 1990, but remains a luxurious, powerful specialty car. It is built in Hamtramck, Mich.

Sales rank
39 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	108.0	200.3	72.8	3,462	3.8-liter	$21,995	
Trofeo coupe	108.0	200.3	72.8	3,556	3.8-liter	24,995	10,334

SILHOUETTE

	1989	1988
Van sales..........	2,122	0

Silhouette puts Oldsmobile dealers in the truck business again. The all-purpose vehicle is a low-drag, plastic-body, front-drive minivan with room for 10. Built in North Tarrytown, N. Y., Silhouette debuted in 1990.

Sales rank
17 of 19 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
APV	109.8	194.2	73.9	3,648	3.1-liter	$17,195	3,730

PONTIAC

	1989	1988
Car sales.................	678,968	779,156
Car share (%)...........	6.88	7.36

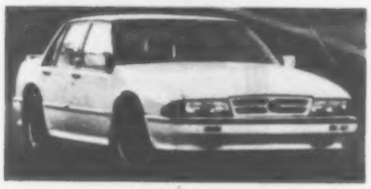
John Middlebrook, GM vp & Pontiac general manager

Pontiac Division
General Motors
One Pontiac Plaza
Pontiac, MI 48053

Pontiac Division is named after Pottawatomis indian Chief Pontiac, dates to 1893 when Pontiac Buggy Co. was formed in Pontiac, Mich. That company became Oakland Motor Co. which joined GM, April 9, 1909. First Pontiac, sold in 1925, was an Oakland. Division 1989 sales: 678,-968 units vs. 779,156 in 1988.

BONNEVILLE

	1989	1988
Car sales..........	87,642	107,695



Bonneville is a front-drive full-sized sedan built in Wentzville, Mo., and available in three trim versions. In 1990, it's one of the first cars with seat belts mounted to the front seats for user comfort and added protection.

Sales rank
8 of 23 standards

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	110.8	198.7	72.1	3,309	3.8-liter	$15,774	90,885

FIREBIRD

	1989	1988
Car sales..........	55,030	58,493

The rear-drive sporty Firebird debuted in 1967, a year after Chevy stablemate, Camaro. Built in Van Nuys, Calif., muscle engine options range up to a zippy 5.7-liter V-8. The 1991 model will get a "freshened look."

Sales rank
23 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	101.0	188.1	72.4	3,106	3.1-liter	$11,985	56,441

GRAND AM

	1989	1988
Car sales..........	202,815	232,010

Pontiac's one-millionth front-drive Grand Am was built in mid-1989. Power options include a 2.3-liter twin overhead cam engine. Grand Am is made in Lansing, Mich., by Buick-Oldsmobile-Cadillac Group.

Sales rank
6 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	103.4	179.2	66.5	2,566	2.5-liter	$10,544	
Sedan	103.4	179.2	66.5	2,623	2.5-liter	10,744	226,882

GRAND PRIX

	1989	1988
Car sales..........	113,216	102,500

Grand Prix, in its current form, bowed in 1988. Front drive, short deck and long hood boosted sales, which lagged for the former heavier luxury Grand Prix with rear drive and big engine. It is built in Kansas City.

Sales rank
6 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	107.5	194.5	71.9	3,189	2.3-liter	$14,564	
Sedan	107.5	194.5	71.9	3,280	2.3-liter	14,564	125,191

LE MANS

	1989	1988
Car sales..........	44,641	64,037

LeMans is a front-drive subcompact engineered by Adam Opel, AG, in Russelsheim, West Germany, and made by Daewoo Motor Co. in Seoul, South Korea. LeMans bowed in June, 1987.

Sales rank
15 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	99.2	163.7	65.5	2,136	1.6-liter	$7,254	
Sedan	99.2	172.4	65.7	2,235	1.6-liter	8,904	NA

PONTIAC 6000

	1989	1988
Car sales..........	67,681	97,926

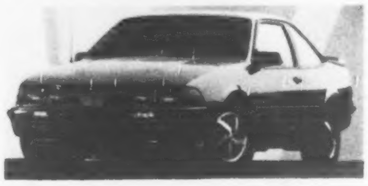
The 6000 line consists of sedan and wagon in S/E and LE trims. For 1990, 6000 S/E has an all-wheel drive option and a stronger 3.1-liter V-6 replaces the 2.8-liter V-6. Pontiac 6000 is made in Oklahoma City, Okla.

Sales rank
19 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	104.9	188.8	72.0	2,837	2.5-liter	$12,149	
Wagon	104.9	193.2	72.0	3,156	3.1-liter	15,309	78,910

PRODUCT PROFILES

SUNBIRD



	1989	1988
Car sales...........	101,991	85,573

Sunbird is aimed at a broad spectrum of car buyers; its model mix ranges from economy sedan to convertible. Sunbirds are assembled in Lordstown, Ohio, and share the J-car designation with Chevrolet Cavalier.

Sales rank
9 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	101.2	178.2	66.3	2,478	2.0-liter	$ 8,799	
Sedan	101.2	181.7	65.0	2,500	2.0-liter	8,899	
Convertible	101.2	178.2	66.3	2,431	2.0-liter	13,924	151,178

TRANS SPORT APV

	1989	1988
Van sales..........	3,226	0

Trans Sport was introduced as a 1989 model. The plastic-bodied, front-drive minivan made in North Tarrytown, N. Y., is a departure for the division which is known for hot cars: Trans Am and Grand Prix.

Sales rank
16 of 19 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Trans Sport	109.9	194.5	74.6	3,553	3.1-liter	$14,995	7,120

HONDA

K. Amemiya, president

American Honda Motor Co. Inc.
100 W. Alondra Blvd.
Gardena, CA 90247

	1989	1988
U.S. car sales	783,102	768,985
Car share (%).........	7.94	7.26

American Honda Motor Co.is a 31-year-old subsidiary of Honda Motor Co. Ltd., Tokyo, which was founded in 1948 and went into car production in 1962. Motorcycles established reputation for quality which was replicated quickly in car and truck field. Production by Honda of America Manufacturing began in Marysville, Ohio, in 1982 and capacity of 150,000 Accords a year reached in 1984. Civic assembly started in 1989 at the plant in East Liberty, Ohio. Plant capacity is 150,000 units. Production in Canada started in 1986.

ACCORD

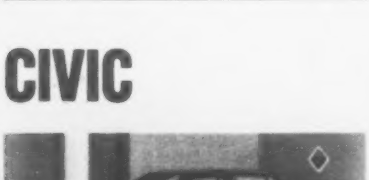
	1989	1988
Car sales...........	362,707	362,673

Accord, built in Marysville, Ohio, and Sayama, Japan, went into production in 1977, and is all new for 1990. Sold as coupe or sedan, Accord, the number one car sold in America in 1989, has new overhead cam, multiport, 16-valve engine.

Sales rank
1 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	107.1	184.8	67.9	2,738	2.2-liter	$12,145	
Sedan	107.1	184.8	67.9	2,733	2.2-liter	12,345	232,965

CIVIC



	1989	1988
Car sales...........	235,452*	225,543*

*—Total sales combined for Civic and CRX.

Civic was introduced in 1972 and redesigned in 1983. Civics have 16-valve, aluminum, single cam, 4-cylinder engine. Civics are built in East Liberty and Marysville, Ohio; Allison, Ontario, and Sayama, Japan.

Sales rank
2 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. hatchback	98.4	168.8	66.7	2,262	1.5-liter	$ 6,635	
Sedan	98.4	161.7	66.1	2,335	1.5-liter	9,440	
Wagon	98.4	161.7	66.1	2,628	1.6-liter	10,325	NA

CRX

	1989	1988
Car sales...........	235,452*	225,543*

*—Total sales combined for Civic and CRX.

CRX is a 2-seater version of Civic. CRX has aerodynamic features like sloping backlight and flush glass. The sporty subcompact has 23-cubic-feet of cargo area. Standard engine is 62 hp. It is assembled in Suzuka, Japan.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	90.6	148.5	65.9	1,967	1.5-liter	$9,145	NA

PRELUDE

	1989	1988
Car sales...........	42,882	52,541

Prelude, built in Sayama, Japan, was redesigned for 1990. Prelude SI has a new 140 hp, 16-valve engine and ABS. Aluminum GTI engine is cast with aluminum oxide and carbon fiber placed for strength.

Sales rank
20 of 41 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	101.0	177.6	67.3	2,566	2.0-liter	$13,495	NA

ACURA

E. Taylor, vp, sales

Acura Division
American Honda Motor Co. Inc.
100 W. Alondra Blvd.
Gardena, CA 90247

	1989	1988
Car sales..................	142,061	128,038
Car share (%)	1.44	1.21

Honda's upscale Acura Division began selling Legend and Integra cars here in 1986, opening a second channel for Honda Motor Co. Ltd., Tokyo, parent firm. The cars carry higher price tags than other Hondas and are marketed to compete with nameplates like Mercedes-Benz, BMW, Jaguar, Cadillac and Lincoln.

INTEGRA

	1989	1988
Car sales...........	77,423	57,468

Integra for 1990 has been redone as the second generation of a line introduced in 1986. Longer, wider and more powerful with 1.8-liter, 130 hp twin cam engine and new suspension, Integra is made in Suzuka, Japan.

Sales rank
8 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. coupe	100.4	172.9	67.4	2,549	1.8-liter	$11,950	
Sedan	102.4	176.5	67.4	2,604	1.8-liter	12,850	NA

LEGEND

	1989	1988
Car sales...........	64,638	70,770

Legend, dating from 1986, is expected to be replaced in the fall. There are few changes on the 1990 models except for taillamps, painted outside mirrors and deeper seats. Legend is made in Sayama, Japan.

Sales rank
21 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	106.5	188.0	68.7	3,139	2.7-liter	$24,760	
Sedan	108.7	190.6	68.9	3,170	2.7-liter	22,600	NA

HYUNDAI

H.W. Baik, president
R. E. Hayden, executive vice president
Bruce Campbell, group vice president
Hyundai Motor America
10550 Talbert Ave.
Fountain Valley, CA 92728

	1989	1988
U.S. car sales	183,261	264,282
Car share (%)	1.86	2.50

Hyundai Motor America, Fountain Valley, Calif., is a subsidiary of Hyundai Motor Co. Ltd., Seoul, South Korea. Cars sold in the U.S. are built in Korea and at a new plant of Hyundai Auto Canada, Bromont, Quebec. An as-yet-unnamed version of the Canadian-made Sonata is expected to be marketed here by Chrysler Corp.'s Jeep/Eagle Division in the 1992 model year. Production of that car is scheduled to begin in the spring of 1991. Hyundai says its corporate name rhymes with Sunday.

EXCEL

	1989	1988
Car sales	148,563	264,282

Front-drive Excel has been redesigned for 1990, in the first changeover since introduction in 1986. Excel from Seoul, Korea, has reclining seats, room for five adults and buyer gets a motor club membership.

Sales rank
5 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	93.9	161.4	63.2	2,040	1.5-liter	$5,899	
4-dr. Hatchback	93.9	161.4	63.2	2,040	1.5-liter	7,599	
Sedan	93.9	168.3	63.2	2,040	1.5-liter	6,999	NA

SONATA

	1989	1988
Car sales	34.698	0

Canadian-built Sonata front-drive intermediate was introduced in 1989. A 3.0-liter V-6 is optional. Both have multipoint fuel injection, 5-speed manual transmission with automatic an option.

Sales rank
27 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	104.3	184.3	68.9	2,717	2.4-liter	$ 9,999	
V6 Sedan	104.3	184.3	68.9	2,834	3.0-liter	11,389	NA

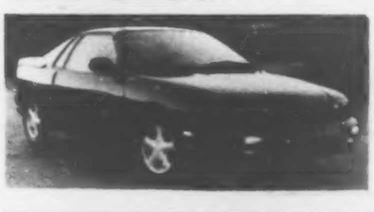
ISUZU

Kozo Sakaino, president
John E. Reilly Sr., vice president and general manager
American Isuzu Motors Inc.
2300 Pellissier Place
Whittier, CA 90601

	1989	1988
U.S. car sales	16,296	24,520
U.S. light truck sales	103,373	90,405
Car share (%)	0.17	0.23
Truck share (%).......	2.21	1.86

American Isuzu Motors imports vehicles produced by Isuzu Motors Ltd. of Tokyo. Parent dates to a 1918 start in autos when forerunner, Tokyo Ishikawajima Shipbuilding & Engineering, produced a 5 hp Wolseley A9 under license from Wolseley-Siddeley in Birmingham, England. In the '50s, under a licensing agreement, Isuzu built British Hillman cars. GM acquired 34.2 percent of Isuzu shares and from 1972 to 1979 imported Luv pickups and cars under the Opel name. In late 1989, Subaru-Isuzu Automotive Inc., Lafayette, Ind., began building Subaru Legacy sedans, wagons and Isuzu pickups and Amigos.

IMPULSE



	1989	1988
Car sales...........	4,480	7,210

Impulse XS 2-seater, redesigned for 1990, has partially concealed headlamps, concealed door handles, integral rear lip spoiler, driver bag, Lotus-developed suspension. Engine is 16-valve twin cam four.

Sales rank
31 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
XS 2-dr. Hatchback	96.5	166.0	66.7	2,411	1.6-liter	$11,999	NA

AMIGO

	1989	1988
Truck sales	6,318	NA

Amigo is a mini sport utility, its maker says. There's a choice of engines, two trim levels. Optional equipment includes fold-down rear seat, air conditioning, power steering, 15-inch wheels.

Sales rank
20 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sport utility	91.7	164.2	70.1	3,850	2.3-liter	$9,459	NA

PICKUP

	1989	1988
Truck sales	46,976	NA

Isuzu's little fun-and-work truck in 1990 is offered with optional 2.6-liter power and 4wd. A one-ton-rated model is available and rear-wheel anti-lock brakes are standard and function when the vehicle's in 2wd.

Sales rank
10 of 20 pickups

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	105.6	119.2	66.6	4,300	2.3-liter	$7,779	NA

TROOPER

	1989	1988
Truck sales	50,079	NA

There are three versions of the versatile mini sport utility Trooper this year ranging from basic to luxurious. A 2.8-liter V-6 is offered with manual or automatic transmission with automatic locking, "no-hands" hubs.

Sales rank
8 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sport utility	90.6	104.3	65.0	4,740	2.6-liter	$15.349	NA

JAGUAR

Graham W. Whitehead, president
Jaguar Cars Ltd.
555 MacArthur Blvd.
Mahwah, N.J. 07430-2327

	1989	1988
U.S. car sales	18,967	20,727
Car share (%)	0.19	0.20

Jaguar Cars Ltd., Coventry, England, has been selling powerful luxury autos in this country for over 50 years. In the first year, shipments to the United States were only a fraction of total build - 889 out of 14,272 cars. Today, the U.S. is Jaguar's biggest overseas market and is served by subsidiary, Jaguar Cars Inc. There are 140 U.S. dealers and most sales are in California, Florida and the three state area around New York. On Mar. 1, 1990, Ford Motor Co. bought Jaguar Plc, Jaguar's holding company, for $2.5 billion to give Ford "a new presence in the world's premium-car market."

XJ6

	1989	1988
Car sales...........	14,509	15,944

The XJ6, introduced in 1988, is an entry-level car with all the Jaguar features. The 4-liter engine is new as is the rest of the Coventry, England-built drive train. Features include leather and walnut trim, air, ABS.

Sales rank
37 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
XJ6 sedan	113.0	196.4	78.9	3,903	4.0-liter	$39,700	NA

PRODUCT PROFILES

XJS

	1989	1988
Car sales	4,458	4,783

XJ-S line has been in an upgrading program since 1982, beginning with the coupe and adding the convertible in 1988. Jaguar Cars says upgrading includes making styling changes and fitting more comfort features.

Sales rank
52 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe/conv.	102.0	191.7	70.6	4,015	5.3-liter	$48,000	NA

LAFORZA

Joseph Monterosso, chairman

Laforza Automobiles Inc.
3860 Bay Center Place
Hayward, CA 94545

	1989	1988
U.S. car sales	145	0
Car share (%)	0.00	0.00

Laforza Automobiles has the chassis, body and interior built by Pininfarina Studie E. Ricerche S.p.A., Turin, Italy. The vehicle is then shipped to C&C Inc., Brighton, Mich., for its engine and final assembly. Laforza Autombiles expects to sell about 1,000 units annually after July, 1989, start-up. Laforza, which means "the strength," in Italian, carries a 6-year, 60,000-mile warranty on corrosion administered by Ford Motor Co.

LAFORZA

	1989	1988
Car sales	145	0

Introduced in 1989 Laforza has a box-ladder frame and 20-gauge galvanized steel body. The maker calls the Italian/American car "the most versatile luxury vehicle in the world."

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
LaForza	106.2	179.9	78.7	5,250	5.0-liter	$43,850	NA

LAMBORGHINI

A.D. Imber Jr., president

Lamborghini U.S.A. Inc.
300 E. Long Lake
Suite 280
Bloomfield Hills, MI 48013

	1989	1988
U.S. car sales	167	150
Car share (%)	0.00	0.00

Automobili Lamborghini S.p.A., based in Bologna, Italy, was formed in 1963 and has become known for making "sexy cars." The Lamborghini Countach typified that breed. Countach was in production for 25 years and will be succeeded by the Diablo with V-12 power.

In 1987, Chrysler Corp. acquired a 100 percent equity interest in Lamborghini and formed a subsidiary, Lamborghini Engineering, to develop a 3.5-liter V-12 Formula with 630 hp.

DIABLO

	1989	1988
Car sales	NA	NA

Diablo goes on sale in June, the fastest production car with top speed of 202 mph. With production of just 500 cars a year, and with close to 2,000 orders in hand, some buyers will wait until late 1994 for delivery.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Diablo *—Estimate	104.3	175.6	80.3	3,640	5.7-liter	$191,000*	NA

LOTUS

Ronald L. Foster, president and CEO

Lotus Cars U.S.A. Inc.
1655 Lakes Pkwy.
Lawrenceville, GA 30243

	1989	1988
U.S. car sales	290	323
Car share (%)	0.00	0.00

Lotus vehicles are made by Lotus Cars Ltd., Hethel, England. The U.S. marketing arm, Lotus Cars U.S.A., is a subsidiary of Group Lotus plc, London, founded in 1955, by Colin Chapman, famed race car maker. The Lotus Engineering subsidiary does work under contract for many of the world's vehicle makers.

In 1986, GM acquired Group Lotus because the English firm was considered a leader in advanced technologies involving: adaptivesuspensions, superior ignition and fuel-feed control.

ELAN

	1989	1988
Car sales	NA	NA

1990 Elan is the first all-new car since 1975 and first front-drive Lotus. The 2-seater has an Isuzu 1.6-liter engine with 264 hp. Top speed: 150 mph. Elan, a convertible, is built in Hethel, England.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Elan	88.6	152.2	74.3	2,249	1.6-liter	NA	NA

ESPRIT

	1989	1988
Car sales	NA	NA

Esprit, made in Hethel, England, debuted in 1988. The sporty coupe is made of two molded halves. Esprit has its own SE trim and available 264 hp, turbocharged, intercooled, multivalve engine.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Turbo	96.0	170.5	73.2	2,820	2.2-liter	$81,950	NA

MASERATI

Mario Tozzi-Condivi, CEO
George A. Garbutt, executive vice president

Maserati Autobiles Inc.
1501 Caton Ave.
Baltimore, MD 21227.

	1989	1988
U.S. car sales	280	733
Car share (%)	0.00	0.01

Maserati cars were first made in Modena, Italy, by Maserati, Officine Alfieri SpA. The vehicles are imported by Maserati Automobiles Inc. In February, 1989, Fiat Auto SpA, Turin, Italy, acquired for $105 million 49 percent of a new company that would own the venerated Maserati name. The new company, Maserati S.r.L., will manufacture and distribute Maserati cars through existing dealerships. DeTomaso Industries Inc., Red Bank, N. J., and Chrysler Corp. own the remaining 51 percent of the new outfit.

228 COUPE

	1989	1988
Car sales	NA	NA

Maserati 228 is a compact and sporty luxury coupe made in sharply limited numbers in Modena, Italy, and introduced in its current iteration in 1989. Power is from a new injected twin-turbocharged 225 hp V-6.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	102.4	175.6	73.4	3,019	2.8-liter	$57,540	NA

430 SEDAN

	1989	1988
Car sales	NA	NA

Maserati 430, a 4-door sedan made in Modena, Italy, has an aerodynamic body style that, like other parts of the car, has emerged through evolution rather than dramatic model-year-to-model-year revolution.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	102.4	173.2	68.1	2,915	2.8-liter	$46,025	NA

i SERIES SPYDER

	1989	1988
Car sales	NA	NA

Maserati's i Series Spyder convertible was introduced in 1989, a product of the Maserati works in Modena, Italy. Car features luxurious appointments with sporty handling and high-speed capabilities.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Convertible	94.5	159.2	67.5	2,780	2.8-liter	$48,015	NA

MAZDA CORP.

Chairman: Keiji Asano.
President: Yoshinori Taura.

Mazda Motor of America Inc.
7755 Irvine Center Dr.
Irvine, CA 92718.

	1989	1988
U.S. car sales	263,378	256,050
U.S. light truck sales	78,539	93,287
Car share (%)	2.67	2.42
Truck share (%)	1.68	1.91

Mazda Motor of America is the importing arm of Mazda Motor Corp., Hiroshima, Japan. As Toyo Kogyo Co., the company started building vehicles with 3-wheel trucks in 1931. Ford Motor Co. acquired 25 percent interest in 1979, the year the carmaker assembled its 10 millionth unit and production hit rate of one million vehicles a year. Ford dealers sold Ford Courier, a small pickup built by Mazda, until Ford-built Ranger trucks reached the market. In 1984, the carmaker changed its corporate name to Mazda. Mazda began building cars at Mazda Motor Manufacturing (U.S.A) plant in Flat Rock, Mich., in 1987. Ford shares production of Probes at joint-venture Flat Rock.

MIATA

	1989	1988
Car sales	23,052	0

The new-in-'90 MX-5 Miata is a 2-seater specialty convertible with removable hardtop and air conditioning. Options include power steering, aluminum wheels and audio with headrest speakers.

Sales rank
3 of 22 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Convertible	89.2	155.4	65.9	2,182	1.6-liter	$13,800	NA

MX-6

	1989	1988
Car sales	2,222	8,031

Assembled in Flat Rock, Mich., and introduced as a 1989 model, compact MX-6 sports coupe is available with a turbocharged, intercooled 145 hp engine. Other features: vehicle-speed-sensing 4-wheel steering, ABS.

Sales rank
22 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	99.0	177.0	66.5	2,560	2.2-liter	$12,279	32,481

PROTEGE

	1989	1988
Car sales	9,935	0

Mazda 323 Protege sedan for 1990 has a newly developed optional 125 hp, twin-cam engine, fully independent suspension, full-time 4-wheel drive and 60/40-split fold-down rear seats.

Sales rank
11 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	98.4	171.5	65.9	2,359	1.8-liter	$ 9,339	
4wd Sedan	98.4	171.5	65.9	2,634	1.8-liter	11,239	NA

929

	1989	1988
Car sales	19,390	25,981

Mazda's parade is led by the 929, a luxurious intermediate with rear-wheel drive. The line was given a more powerful engine, revised interior and exterior for 1990. 929 S has vehicle-speed-sensitive steering.

Sales rank
35 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	106.7	193.9	67.9	3,477	3.0-liter	$23,300	NA

RX-7

	1989	1988
Car sales	16,249	27,814

RX-7 is the only high-volume car built with rotary, or Wankel engine. That's a 2-rotor, in-line, 160 hp rotary with intercooled turbocharging available. Alloy wheels, 4-wheel discs are standard on this trend-bucker.

Sales rank
4 of 31 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	95.7	169.6	66.5	2,800	1.3-liter	$17,880	NA

626

	1989	1988
Car sales	52,770	66,354

The 626 comes as a 4-door and 5-door sedan. Mazda says it "is proof that a family car can be more than just transportation." The line of Japan-built cars includes a turbocharged GT model.

Sales rank
19 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	101.4	179.3	66.5	2,610	2.2-liter	$12,459	
4-dr. hatchback	101.4	179.3	66.5	2,710	2.2-liter	14,129	54,129

323

	1989	1988
Car sales	60,965	90,822

The 323 hatchback subcompact, says its maker, is roomier than any competitor in its class. Power is supplied by a multiport injected 1.6-liter, 116 hp, 4-cylinder engine. The car was given new aero shape for 1990.

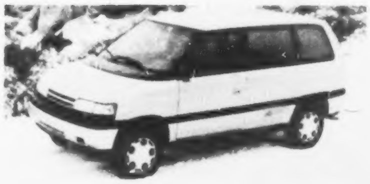
Sales rank
11 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. hatchback	96.5	162.6	65.7	2,238	1.6-liter	$6,599	NA

PRODUCT PROFILES

MPV

	1989	1988
Van sales	37,211	5,717



Multipurpose van from Mazda, introduced in 1988, is billed as the first Japanese minivan designed for the U.S. market. Predecessors had been converted commercial vans used in trucking. It's available with 4wd.

Sales rank
10 of 23 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
MPV	110.4	175.8	71.9	4,460	2.6-liter	$13,699	NA

PICKUP

	1989	1988
Truck sales	78,539	93,287

Mazda B2200 and B2600i 2wd pickups are available in 1990 with an optional 121 hp injected engine. Rear-wheel ABS is standard on both vehicles available in Cab and Cab Plus versions.

Sales rank
9 of 20 pickups

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	108.7	177.6	65.7	4,460	2.2-liter	$7,949	NA

MERCEDES-BENZ

Werner Kniefer, chairman
Erich Krampe, president

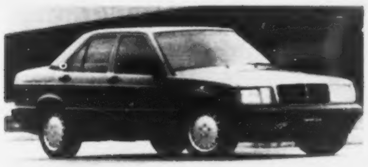
Mercedes-Benz of North America
One Mercedes Drive
Montvale, N.J. 07645

	1989	1988
U.S. car sales	75,714	83,627
Car share (%)	0.77	0.79

German Carl Benz built the first workable car, a 3-wheeler, in 1885. A year later, Gottlieb Daimler built a 4-wheel car and the industry was born. Mercedes-Benz, all rear- or 4-wheel drive, reflect tradition, German engineering and craftsmanship. Japanese luxury competition forced them to trim model-count in 1989, but Mercedes remains a target for upper scale Japanese car lines. Cars often appreciate or retain their value. The North American operation is a subsidiary of Mercedes-Benz, Stuttgart, West Germany, which is part of Daimler-Benz A.G., Stuttgart, a holding company.

190E 2.6

	1989	1988
Car sales	14,503	16,740



190E, is "the baby Benz," but the Bremen-made car has all the amenities of larger sedans. Introduced in 1984, the 190 was, until this year, one of the few cars offered here with diesel power.

Sales rank
29 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	104.9	175.1	66.5	2,955	2.6-liter	$31,600	NA

300E 2.6

	1989	1988
Car sales	5,404	6,270

The 300E 2.6 sedan, formerly 260E, has a new exterior for 1990 that includes wide side-protection panels, color-keyed mirrors and narrow chrome trim. The rear axle ratio has been raised for fuel economy.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	110.2	187.2	68.5	3,265	2.6-liter	$39,950	NA

300E SEDAN

	1989	1988
Car sales	22,650	21,165

Changes for 1990 include protective plastic shields on the lower body panels, touch of chrome in bumpers and black finish on window trim. Leather upholstery is standard. Sedan does 137 mph on a test rack.

Sales rank
33 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
300E sedan	110.2	187.2	68.5	3,315	3.0-liter	$45,950	NA

300E 4MATIC

	1989	1988
Car sales	NA	NA

Two new 300-Class models debuted in the 1990 model year: the 300E 4Matic and 300TE 4Matic wagon. They use Mercedes-Benz's computer-controlled automatic 4wd system introduced in Europe during 1987.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	110.2	187.2	68.5	3,615	3.0-liter	$52,550	NA

300D 2.5

	1989	1988
Car sales	NA	NA

Mercedes reentered the turbo diesel market in 1990 with a mid-sized 300D 2.5 Turbo and the large 350SDL Turbo sedans. Power plants are cleaner, quieter and more responsive than previous types, the firm says.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
300D sedan	110.2	187.2	68.5	3,390	2.5-liter	$39,700	NA

300CE

	1989	1988
Car sales	NA	NA

300CE has a 217 hp version of the 24-valve six-cylinder engine used in the new Mercedes 300SL sports car. More valves, variable timing, new fuel injection system add up to 40 hp more in the 1990 model.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	106.9	183.9	68.5	3,505	3.0-liter	$55,700	NA

300TE

	1989	1988
Car sales	NA	NA

Reskinned in 1988, the 300TE station wagon for 1990 has lower-body panels, body-color side mirrors, revised seating, leather steering wheel, seat belt adjustment and more interior wood trim.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Wagon	110.2	188.2	68.5	3,560	3.0-liter	$49,650	NA

PRODUCT PROFILES

300SE

	1989	1988
Car sales	6,333	5,331

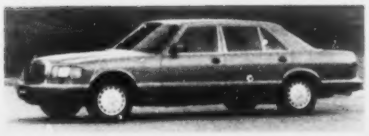
For 1990, S-Class models, like the 300SE restyled in 1988, have color-keyed bumper surrounds and wide, protective lower panels with chrome trim. S Class is made in Sindelfingen, West Germany.

Sales rank
43 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	115.6	202.6	71.7	3,740	3.0-liter	$52,950	NA

300SEL

	1989	1988
Car sales	3,822	4,826



The 300SEL bowed in 1988, has few 1990 changes. An insurance survey again showed the long-wheelbase S-class standard-sized sedans have the lowest likelihood of occupant injury in accidents of all cars sold here.

Sales rank
19 of 23 standard cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	121.1	208.1	71.7	3,785	3.0-liter	$56,800	NA

560SEC

	1989	1988
Car sales	1,702	1,652

Air bags for driver and passenger became standard for the 560SEC coupe in the 1990 model year. Styling changes are few for the 1986-redesigned car, but a new electronic entertainment package is included.

Sales rank
21 of 23 standard cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	112.2	199.2	72.0	3,915	5.6-liter	$81,500	NA

300/500SL

	1989	1988
Car sales	7,477	11,844

Mercedes 8-cylinder 500SL and 6-cylinder sister, 300SL, are new for 1990 and replace the 560SL, sports car sold here since 1972. High speed, performance and safety features are hallmarks of the Bremen-made line.

Sales rank
8 of 22 speciality cars

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
300SL coupe	99.0	176.0	71.3	3,970	3.0-liter	$72,500	
500SL coupe	99.0	176.0	71.3	4,145	5.0-liter	83,500	NA

MITSUBISHI

Taiji Fukuda, chairman
Kazue Naganuma, president and CEO
Mitsubishi Motor Sales of America Inc.
6400 West Katella Ave.
Cypress, CA 90630-0064

	1989	1988
U.S. car sales	111,769	69,975
U.S. light truck sales	38,707	43,516
Car share (%)	1.13	0.66
Truck share (%)	0.82	0.89

Mitsubishi Motor Sales of America has been the distribution arm in this country for Mitsubishi Motors Corp., Tokyo since 1981. The parent automaker traces its roots to 1917 and the Model A, Japan's first series-production car. Since 1971, Mitubishi has provided cars, trucks and engines to Chrysler Corp. in the United States. The Japanese giant is a Chrysler partner in Diamond-Star Motors Corp., building cars in Normal, Ill. The Mitsubishi 3000GT high-tech sports coupe will be a 1991 model. Talks with Daimler-Benz of West Germany in 1990 may lead to joint production of vehicles in Europe.

ECLIPSE

	1989	1988
Car sales	32,018	0

Eclipse is built in the Normal, Ill.-based highly automated Diamond-Star joint-venture plant of Mitsubishi and Chrysler Corp. The line ranges from base Eclipse to Eclipse GSX DOHC 16 Turbo.

Sales rank
19 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. hatchback	97.2	170.5	66.5	2,524	1.8-liter	$10,819	
4wd	97.2	172.4	66.5	3,095	2.0-liter	16,449	40,898

GALANT

	1989	1988
Car sales	30,511	20,625

Galant, made in Japan, was introduced in this country in 1989. GSX version has full-time all-wheel drive and race-car-inspired independent rear suspension for good high-performance handling.

Sales rank
28 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	102.4	183.9	66.7	2,667	2.0-liter	$10,989	
4wd sedan	107.4	183.9	66.7	3,087	2.0-liter	16,369	NA

MIRAGE

	1989	1988
Car sales	29,135	11,997

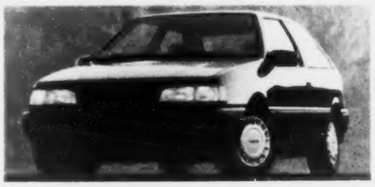
Introduced in 1989, Mirage is built in Japan and by Diamond-Star Motors, in Normal, Ill. The 4-door sedan is equipped with fuel-injected 1.5-liter overhead cam engine for economy and performance.

Sales rank
20 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. hatchback	93.9	158.7	65.7	2,205	1.5-liter	$6,929	
Sedan	96.7	170.1	65.7	2,271	1.5-liter	8,559	14

PRECIS

	1989	1988
Car sales	15,037	21,713



Precis is built in Korea by Hyundai Motor Co., Seoul. Redesigned for 1990, the entry-level 3-door hatchback has a carbureted 1.5-liter engine and gets 37 miles to the gallon on the highway.

Sales rank
28 of 39 subcompacts

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. hatchback	93.8	161.4	63.3	2,336	1.5-liter	$5,899	NA

SIGMA

	1989	1988
Car sales	2,100	0

Japan-built Sigma was introduced in 1989. The luxury sedan with electronic suspension has iron V-6 with multipoint injection. Maker says: "Sigma can compete with any vehicle in its class in comfort, convenience."

Sales rank
58 of 69 intermediates

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	102.4	185.8	66.7	3,108	3.0-liter	$17,879	NA

MIGHTY MAX

	1989	1988
Truck sales	40,595	49,944

The 2wd Mighty Max pickup has new-in-'90 2.4-liter, 116 hp, injected engine while 4wd job gets new 3.0-liter 143 hp injected V-6. Truck comes in four models each with one trim level. Max 4wd tows up to 3,500 pounds.

Sales rank
15 of 22 pickups

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	105.1	177.2	65.2	2,545	2.4-liter	$7,689	NA

MONTERO

	1989	1988
Car sales	4,600	3,731

Standard on the three Montero models are 5-passenger seating, reclining buckets, tilt wheel, remote-release tailgate, halogen lights and big outside mirrors. Car boasts largest interior volume in its class.

Sales rank
24 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Montero	92.5	106.1	66.1	3,115	3.0-liter	$13,949	NA

VAN/WAGON

	1989	1988
Van sales	3,760	3,870

Mitsubishi's Wagon/Van is built in Japan and can pull a brake-equipped trailer weighing 2,000 pounds. In the Wagon configuration, the second row of seats consists of reclining buckets that swivel.

Sales rank
23 of 23 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Van/wagon	88.0	171.7	66.5	5,150	2.4-liter	$11,229	NA

NISSAN

Yoshikazu Hanawa, chairman
Kazutoshi Hagiwara, president
Thomas Mignanelli, executive vice president, operations

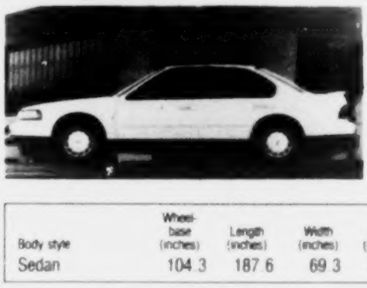
Nissan Motor Corp. in U.S.A.
18501 Figueroa St.
Carson, CA 90248

	1989	1988
U.S. car sales	510,004	472,870
Truck sales	153,412	169,591
Car share (%)	5.17	4.46
Truck share (%)	3.28	3.48

Nissan Motor Corp. in U.S.A., was set up by Nissan Motor Co. Ltd. 32 years ago to market cars and trucks in the United States. In 1985, the Japanese automaker opened Nissan Motor Manufacturing Corp. U.S.A., in Smyrna, Tenn. to assemble pickup trucks and Sentra cars and trucks. A second car line is expected to be added in 1992.

Nissan (once known as Datsun) vehicles have been built since 1933, when Yokohama company changed its name from Jidosha Seizo Co. A merger in 1966 with Prince Motors Ltd. made Nissan, Japan's largest auto maker. In Japan, the company makes cars, buses, trucks, industrial engines, boats, textile machinery and high-lows.

MAXIMA



	1989	1988
Car sales	109,429	74,451

Front-drive, 5-passenger Maxima, the company's flagship, was restyled in the 1989 model year. For 1990, there's a wider selection of colors, an upgraded stereo system and new interior cloth.

Sales rank
6 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	104.3	187.6	69.3	3,086	3.0-liter	$17,899	NA

PULSAR

	1989	1988
Car sales	23,909	44,317

Pulsar NX is assembled in Muriyama, Japan, has a 12-valve overhead cam engine. List of standard equipment includes driver-side air-bag, T-bar roof with removeable steel panels, rear spoiler, tinted glass.

Sales rank
22 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	95.7	166.5	66.1	2,388	1.6-liter	$12,249	NA

SENTRA

	1989	1988
Car sales	221,292	247,109

Over the years, Sentra has been the best-selling subcompact import. The car got a new look in 1938 and in '90 gets value-option packages. There are four models, one engine, a 12-valve overhead cam four.

Sales rank
30 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	95.7	166.5	65.6	2,304	1.6-liter	$7,399	115,584

STANZA

	1989	1988
Car sales	42,736	46,668

The subcompact sedan is all-new in 1990. The four-cylinder, 12-valve engine boasts 138 hp. Stanza offers traction control which Nissan calls "the first ever front-wheel drive viscous limited-slip differential."

Sales rank
21 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	100.4	179.9	66.9	2,788	2.4-liter	$11,650	NA

300ZX

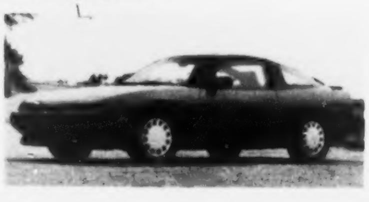
	1989	1988
Car sales	26,387	19,357

Fourth generation 300ZX, made its debut as a 1990 model. The Z was the first strong, hot-performing sports car from Japan. A choice of power is offered: normally aspirated 222 hp V-6 or a twin-turbocharged V-6.

Sales rank
1 of 22 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	97.4	169.5	70.5	3,219	3.0-liter	$27,900	
2 + 2 coupe	101.2	178.0	70.9	3,313	3.0-liter	29,100	
Turbo coupe	96.5	169.5	70.5	3,414	3.0-liter	33,000	NA

240SX



	1989	1988
Car sales	68,213	31,900

Sporty front-drive 240SX debuted in late 1988. It is powered by high-torque, 2.4-liter 12-valve engine with 140 hp. In 1990, 240SX is available as coupe or, for those with items like skis and surfboards to tote, a fastback.

Sales rank
14 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	97.4	178.0	66.5	2,651	2.4-liter	$13,249	NA

PRODUCT PROFILES

AXXESS

	1989	1988
Van sales	8,945	0

Axxess minivan, assembled in Japan, may be ordered with all-wheel drive. The 12-valve, 138 hp engine is the same one used in Stanza and 240SX. Front seats recline and a cover conceals luggage.

Sales rank
18 of 23 vans

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Wagon	102.8	171.9	66.5	2,877	2.4-liter	$13,949	NA

HARDBODY

	1989	1988
Truck sales	131,359	NA

Nissan says the 130 hp, 12-valve engine in Hardbody is the most powerful standard powerplant in any compact truck. For truckers who want more muscle, Nissan has an optional 3.0-liter V-6 engine.

Sales rank
6 of 20 pickups

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pickup	104.3	174.6	65.0	5,150	2.4-liter	$8,149	123,057

PATHFINDER

	1989	1988
Truck sales	17,012	NA

The new-for-1990 Pathfinder 4-door sport utility with seats for five will be available in 2wd and 4wd when it arrives in dealerships late this year. Towing capacity is a hefty 3,000 pounds.

Sales rank
14 of 25 sport utilities

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Pathfinder	104.3	171.9	66.5	5,000	3.0-liter	$15,720	NA

INFINITI

William R. Bruce, vice president and general manager

Infiniti Division
Nissan Motor Corp.
18501 Figueroa St.
Carson, CA 90248

	1989	1988
Car sales	1,723	NA
Car share (%)	0.01	0.00

Infiniti luxury car division is a second channel, for Nissan Motor Corp. in U.S.A. Infiniti's first offerings are the M30 with a V-6 and the Q45 with V-8 power. A third car, a mid-sized 4-door model, is expected in the 1991 model year. Lines like Infiniti have sigificantly heightened international competition in the luxury segment.

M30

	1989	1988
Car sales	651	0

M30 is a sporty coupe with a front-mounted 6-cylinder, 3.0-liter, cast iron engine. There's sequential fuel injection and a 4-speed automatic transmission. Sunroof, leather interior and Bose sound system are standard.

Sales rank
Not available

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	103.0	188.8	66.5	3,333	3.0-liter	$23,500	NA

Q45

	1989	1988
Car sales	1,072	0

Rear-drive Q45 went on sale in November, 1989, and carries as standard equipment leather interior, sunroof, driver air bag and automatic temperature control. Q45 totes an aluminum 6-cylinder, 32-valve 278 hp V-8.

Sales rank
Not available

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	113.2	199.8	71.9	3,950	4.5-liter	$38,000	NA

PEUGEOT

Pascal Henault, president

Peugeot Motors of America Inc.
1 Peugeot Plaza
Lyndhurst, N.J. 07071

	1989	1988
U.S. car sales	6,054	6,712
Car share (%)	0.06	0.06

Peugeot Motors of America first imported cars made by Automobiles Peugeot S.A., Paris, in 1958. The parent French firm was started as a textiles business in 1810. Later, the Peugeot brothers invented the cold-roll steel process. Known as a premier bicycle maker since 1885, the French firm built its first steam car in 1889 and produced the first gasoline car the same year. In 1894, Peugeot made and sold the world's first station wagon. Peugeot installed diesel engines in its vehicles in 1922 and remains an industry leader in diesel power. In 1978, the French firm acquired Chrysler Corp.'s European operations.

405

	1989	1988
Car sales	NA	NA

The 405 line of front-drive cars, new in 1989, has been expanded for 1990 with the Sportswagon. The wagon was designed by Pininfarina Studie & Ricercha, Turin, Italy, built in Sochaux, France.

Sales rank
Not available

Body style	Wheelbase (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	105.1	177.7	67.6	2,460	1.9-liter	$15,390	
Mi16 sedan	105.1	177.7	67.6	2,715	1.9-liter	21,990	
Wagon	105.1	175.1	67.5	2,635	1.9-liter	15,990	NA

505

	1989	1988
Car sales	NA	NA

The 505 line from Peugeot was trimmed in mid-year to SW8 wagons only. Built in Sochaux, France, the 505 wagons have the third seat facing front unlike some wagons with rear-facing seat.

Sales rank
Not available

Body style	Wheelbase (inches)	—Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
505S sedan	108.0	181.4	67.7	2,998	2.2-liter	NA	
505S V6 sedan	108.0	181.4	67.7	3,086	2.8-liter	NA	
505DL wagon	114.2	194.5	67.7	3,230	2.2-liter	NA	
505 Turbo wagon	11.42	194.5	67.7	3,440	2.2-liter	NA	
505 SW8 wagon	114.2	194.5	67.7	3,296	2.2-liter	$20,400	
505 Turbo SW8 wagon	114.2	194.5	67.7	3,506	2.2-liter	26,100	NA

PORSCHE

Brian Bowler, president

Porsche Cars North America Inc.
100 W. Liberty St.
Reno, NV 89501

	1989	1988
U.S. car sales	9,476	15,732
Car share (%)	0.10	0.15

German designer and inventor Ferdinand Porsche showed a car bearing his name in 1900, an electric. While he was designing Volkswagen in the late 1930s, his son Ferry Porsche was making a name too. Porsche 911 was designed by Ferry Porsche. The German company has never built a sedan, only sports cars, and Ferry Porsche has always claimed he was in the entertainment rather than transportation business. Volkswagen and Audi have ties with Porsche extending back to the 1930s. The Porsche 914, for example, was a car often considered a VW rather than atrue Porsche because of its VW components.

911 CARRERA

	1989	1988
Car sales	5,714	5,843

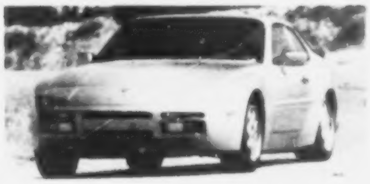
In its 26th year, 911 Carrera is new for 1990. Carrera 2 joins all-wheel-drive Carrera 4, introduced in 1989. Air-cooled engine is rear mounted with electronic fuel injection, ignition and transmission.

Sales rank
13 of 22 speciality cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	89.4	168.3	65.0	3,031	3.6-liter	$58,500	
Convertible	89.4	168.3	65.0	3,031	3.6-liter	66,800	
4wd convertible	89.4	168.3	65.0	3,252	3.6-liter	77,800	
4wd coupe	89.4	168.3	65.0	3,252	3.6-liter	69,500	NA

944 S2

	1989	1988
Car sales	2,794	6,146



The line includes a convertiale, 944 S2 Cabriolet, for the first time in 1990. Top is electric and standards include ABS, vented disc brakes, light-alloy wheels, theft alarm system and high-performance Z-rated tires.

Sales rank
12 of 22 speciality cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	94.5	168.9	68.3	2,998	3.0-liter	$41,900	
Cabriolet	94.5	168.9	68.3	3,109	3.0-liter	48,600	NA

928

	1989	1988
Car sales	835	1,427

The 928 series is available with 5-speed manual or automatic for the first time in 1990. The car has a front-mounted, aluminum alloy, water-cooled, 8-cylinder engine. It is built in Stuttgart, West Germany.

Sales rank
17 of 22 speciality cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	98.4	178.1	72.3	3,505	5.0-liter	$74,545	NA

RANGE ROVER

Charles Hughes, president

Range Rover of North America Inc.
4390 Parliament Place
P.O. Box 1503
Lanham, MD 20706

	1989	1988
U.S. truck sales	4,822	3,427
Truck share (%)	0.10	0.07

Although Range Rovers have been imported here only since 1986 by the U.S. marketing arm, the car goes back to 1906. After World War II, Land Rover, built in Solihull, England, was introduced and quickly became a benchmark around the world for durability. Range Rover was developed from a perceived need for a refined version and was introduced in 1970. It debuted in the U.S. market in 1987 and first-year sales were 10 percent ahead of projections. Improvements have included: a sun roof, more powerful engine, viscous-coupled transfer case for 4wd, better tires and wheels, beefed up rust-proofing and ABS.

RANGE ROVER

	1989	1988
Truck sales	4,822	3,427

The rugged Range Rover from England has a steel ladder frame, steel and aluminum body and an aluminum V-8 with Bosch multipoint injection. Maker says Rover is the only 4wd utility with ABS as standard.

Sales rank
23 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Range Rover	100.0	175.0	71.4	4,389	3.9-liter	$38,025	NA

ROLLS-ROYCE

Howard I. Mosher, president

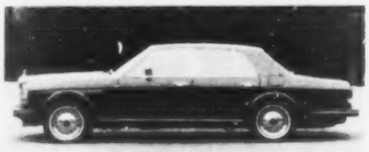
Rolls-Royce Motor Cars Inc.
120 Chubb Ave.
P.O. Box 476
Lyndhurst, NJ 07071

	1989	1988
U.S. car sales	1,216	1,214
Car share (%)	NA	NA

Rolls-Royce Motor Cars Inc., Lyndhurst, N.J., is the importer of Rolls-Royce and Bentley cars that have been made by Rolls-Royce Motor Cars Ltd., Crewe, England, since 1906. In 1931, the Bentley company was acquired by Rolls. Over the years, Rolls-Royce became a world leader in luxury cars, automotive product publicity and aviation. In 1971, the aviation segment had financial problems and automotive part went public in 1973. In 1980, Rolls-Royce merged with what is now Vickersplc, British engineering company.

SILVER SPIRIT II

	1989	1988
Car sales	NA	NA



Introduced in 1980, the Silver Spirit made in Mulliner Park Ward has an aluminum V-8 and for 1990, an independent suspension with automatic levelling, two separate brake systems with ABS.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	120.5	207.8	79.1	5,180	6.8-liter	$140,200	
Spur sedan	120.5	211.8	79.1	5,240	6.8-liter	154,700	NA

CORNICHE III

	1989	1988
Car sales	NA	NA

Each Corniche convertible takes nearly six months to build in Crewe and North London, England. The car has leather upholstery, all wool carpeting, matched veneers and heated outside mirrors.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Convertible	120.5	207.5	77.1	5,360	6.8-liter	$215,800	NA

BENTLEY EIGHT

	1989	1988
Car sales	NA	NA

Bentley Eight has unusual mesh grille and, for responsive handling, independent suspension and brakes with anti-lock for control during hard braking. The Eight is built in North London and Crewe, England.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Bentley Eight	120.5	207.8	79.1	5,180	6.8-liter	$114,100	NA

CONTINENTAL

	1989	1988
Car sales	NA	NA

The Bentley convertible is hand-built in North London with each one taking up to six months to complete. Roof is electrically operated and there are two levels of air conditioning for comfort in unusual weather.

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Convertible	120.5	207.5	77.1	5,360	6.8-liter	$215,000	NA

PRODUCT PROFILES

SAAB

P. Henry Mueller, chairman
Robert J. Sinclair, president

Saab-Scania of America Inc.
P.O. Box 697
Saab Dr., Orange, CT 06477.

	1989	1988
U.S. car sales	31,576	38,490
Car share (%)	0.32	0.36

Saab-Scania of America, has imported Saab-Scania cars and trucks here since the 50's. The Nykoping, Sweden based supplier to the Swedish military has been building cars since 1949, when front-drive Saab 92 debuted. Sold in this country since 1957, front-drive Saabs are known for aircraft-based construction and durability. The company emphasizes safety. Late in 1989, GM and Saab created a venture to take over Saab Car Division, but said it won't affect Saab operations in the U.S., Saab's largest market for cars.

900

	1989	1988
Car sales	22,471	25,402

New in 1978, 900 has a top speed of 121 mph. Engineering changes since introduction include: turbocharging, intercooling and electronic engine controls. Line is built in Malmo and Arlov, Sweden and in Finland.

Sales rank
40 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	39.1	182.8	66.5	2,732	2.0-liter	$16,995	
Sedan	99.1	182.5	66.5	2,787	2.0-liter	17,515	
S Hatchback	99.1	182.8	66.5	2,790	2.0-liter	20,995	
S sedan	99.1	182.5	66.5	2,821	2.0-liter	21,545	
Turbo 2-dr. Hatch	99.1	182.8	66.5	2,901	2.0-liter	25,495	
Turbo sedan	99.1	182.5	66.5	2,946	2.0-liter	26,045	
Turbo convertible	99.1	182.5	66.5	2,967	2.0-liter	32,995	NA

9000

	1989	1988
Car sales	8,835	11,858

The 9000 design is the product of a 1985 design competion open to all comers by Saab-Scania. Winner/designer: Italdesign. Called one of the world's most spacious cars, 9000 is made in Trollhattan.

Sales rank
57 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
S sedan	104.2	188.2	69.4	3,022	2.0-liter	$25,995	
S 4-dr. Hatchback	104.2	181.9	69.4	3,004	2.0-liter	25,495	
Turbo 4-dr. hatch	104.2	181.9	69.4	3,147	2.0-liter	32,495	
CD turbo sedan	104.2	188.2	69.4	3,151	2.0-liter	32,995	NA

Turbo SPG

	1989	1988
Car sales	NA	NA

Saab introduced its Saab Turbo SPG (Special Performance Group) in the 1990 model year. Built in Uusikaupuinki, Finland, Turbo SPG is Saab's strongest car with 175 hp and 195 lbs-ft. of torque.

Sales rank
No ranking available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
900 Turbo	99.1	182.8	66.7	2,945	2.0-liter	$28,995	NA

STERLING

Graham Morris, president
Sterling Motor Cars
8300 N.W. 53rd St.
Suite 200
Miami, FL 33166

	1989	1988
U.S. car sales	5,907	8,901
Car share (%)	0.06	0.08

Sterling Motor Cars, is the importer of Sterling cars, four models strong this year with a coupe slated to appear in the 1992 model year. Rover Group plc, England's largest automaker and Sterling Motor Car's parent, says Rover is a niche marketer with high image, high-impact vehicles. All Sterlings, which share engineering features with the Japanese Honda Acura Legend, are powered by Honda engines, have a 6-year corrosion warranty and buyers are given membership in a club that gives roadside service.

827

	1989	1988
Car sales	5,907	8,901

New 827Si joins carryover 827S, 827SLi and 827Sl for the 1990 model year. The line bowed in this country in 1987. Made in Cowley, England, Sterlings have Honda aluminum 24-valve engines.

Sales rank
46 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	108.6	188.8	68.1	3,153	2.7-liter	$23,550	
4-dr. Hatchback	108.6	188.8	68.1	3,285	2.7-liter	28,500	NA

SUBARU

Harvey H. Lamm, chairman
Thomas R. Gibson, president
Subaru of America Inc.
Subaru Plaza
P.O. Box 6000
Cherry Hill, NJ 08034-6000

	1989	1988
U.S. car sales	136,112	155,946
U.S. truck sales	0	0
Car share (%)	1.38	1.47
Truck share (%)	0	NA

Subaru of America imports Subaru cars from Fuji Heavy Industries, Tokyo, which entered car business with 4wd Subaru 360 in 1958. The automaker sold its first mass-poduced 4wd station wagon in 1972. In 1989, Subaru-Isuzu Automotive Inc. plant for Subaru Legacy sedans and wagons and Isuzu pickups and Amigos opened in Lafayette, Ind. That joint venture will build 60,000 cars and 60,000 light trucks a year. In this country, Subaru has a near-cult following, reputation for rugged reliability.

JUSTY

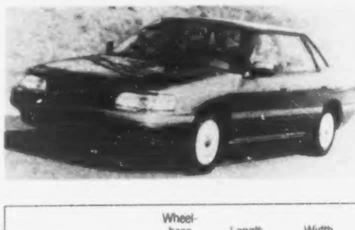
	1989	1988
Car sales	21,536	27,313

Subcompact Justy, introduced in 1989, is the lowest-priced 4wd vehicle in America. With 73 hp, Justy is one of few cars with one or more horsepower per cubic inch of displacement. Justy's made in Gunma, Japan.

Sales rank
23 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	90.0	145.5	60.4	1,820	1.2-liter	$ 5,866	
4wd 2-dr. Hatchback	90.0	145.5	60.4	1,920	1.2-liter	7,951	
4wd 4-dr. Hatchback	90.0	145.5	60.4	2,045	1.2-liter	8,156	NA

LEGACY



	1989	1988
Car sales	32,762	0

Legacy is Subaru's first with wheelbase longer than 100 inches. A new entry in 1990, the line consists of an intermediate-sized sedan and wagon that are available with front-drive or full-time 4wd.

Sales rank
23 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	101.6	177.6	66.5	2,620	2.2-liter	$11,499	
4wd Sedan	101.6	177.6	66.5	2,830	2.2-liter	13,949	
Wagon	101.6	[illegible]	66.5	2,750	2.2-liter	12,049	
4wd Wagon	101.6	181.1	66.5	2,960	2.2-liter	14,549	NA

LOYALE

	1989	1988
Car sales	12,200	0

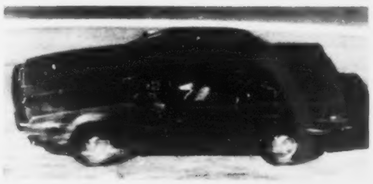
Loyale is the name in 1990 to simplified subcompact Subaru Sedan, Wagon and RS 3-Door Coupe line. For the past nine years, Subaru Wagon, made in Gunma, Japan, has been the best-selling imported wagon here.

Sales rank
30 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	97.2	174.6	65.4	2,275	1.8-liter	$ 9,299	
RS 4wd coupe	97.2	174.6	65.4	2,475	1.8-liter	11,024	
RS 4wd turbo coupe	97.2	174.6	65.4	2,680	1.8-liter	13,699	
Wagon	97.0	176.8	65.4	2,405	1.8-liter	9,999	
4wd Wagon	97.0	176.8	65.4	2,550	1.8-liter	10,999	
Turbo wagon	97.0	176.8	65.4	2,555	1.8-liter	12,699	
4wd Turbo wagon	97.0	176.8	65.4	2,765	1.8-liter	13,749	NA

XT/XT6

	1989	1988
Car sales	12,042	14,077



XT model, introduced in 1985, and 6-cylinder XT6, from 1987, received few changes for 1990. Cybrid power steering has precise computer management of electronic controlled pump and rack and pinion steering.

Sales rank
6 of 22 speciality cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
XTGL coupe	97.0	177.6	66.5	2,455	1.8-liter	$13,071	
XT6 coupe	97.0	177.6	66.5	2,815	2.7-liter	17,111	
XT6 4wd coupe	97.0	177.6	66.5	2,885	2.7-liter	17,951	NA

SUZUKI

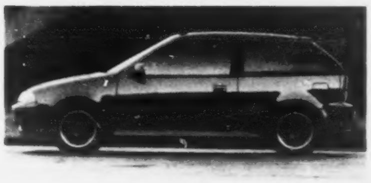
Kenji Shimizu, chairman
Yoshi Fujii, executive vice president
American Suzuki Motor Corp.
3251 E. Imperial Hwy.
Brea, CA 92621-6722

	1989	1988
U.S. car sales	6,009	524
U.S. truck sales	24,172	57,327
Car share (%)	0.06	0.00
Truck share (%)	0.52	1.18

American Suzuki Motor Corp., a subsidiary of Suzuki Motor Co., Hamamatsu, Japan, distributes Suzuki cars and trucks in North America. The Japanese parent was founded in 1909, as Suzuki Loom Works. Suzuki became a motorcycle maker in 1952, built first car in 1955, and entered the U.S. market in 1985. It has line of cars, trucks, cycles and busses in Japan. Canadian Automotive Manufacturing Inc., Ingersoll, Ontario, is a joint venture with GM of Canada. Transplant production started in spring of 1989 to build Suzuki Swift and Sidekick and Chevrolet Geo Tracker for U.S.and Canadian markets.

SWIFT

	1989	1988
Car sales	6,009	524



The 1990 Swift is the first Suzuki sedan sold in the United States. The past line included only small, 4wd sport utilities. Front-drive Swift is made in Kosai, Japan and has 4-cylinder, 70 hp engine.

Sales rank
36 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	89.2	146.1	62.0	1,716	1.3-liter	$6,399	
Sedan	89.2	160.4	63.0	1,848	1.3-liter	7,399	NA

SAMURAI

	1989	1988
Truck sales	19,314	57,327

This mini off-roader started life in the U.S. with a black eye. Rollover safety was questionned and sales slumped. Samurai made a strong sales comeback as Suzuki countered with an ad campaign.

Sales rank
21 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Samurai	79.9	135.0	60.6	2,932	1.3-liter	$7,999	NA

SIDEKICK

	1989	1988
Car sales	5,038	0

There's a 2wd version of this utilitarian mini in 1990, its second year on sale. Hardtop, soft top and transmission choices are available. JS model with 2wd is new entry-level unit. Other models have 4wd.

Sales rank
21 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sidekick	86.6	142.5	64.2	3,080	1.6-liter	$9,999	NA

TOYOTA

Yukiyasu Togo, president
Robert McCurry, executive vice president, operations
Toyota Motor Sales U.S.A. Inc.
19001 S. Western Ave.
Torrance, CA 90509

	1989	1988
U.S. car sales	723,659	688,883
U.S. truck sales	221,694	247,077
Car share (%)	7.33	6.50
Truck share (%)	4.74	5.07

Toyotas are marketed by Toyota Motor Sales U.S.A., subsidiary of Toyota Motor Corp., Toyota City, Japan. Vehicle production in Japan dates to 1933, when an automotive division was set up by Toyoda Automatic Loom Works, Toyoda City. An experimental car and truck ran in 1935. Toyota Motor was formed in 1937; its millionth car assembled in 1962, 60-millionth in 1988. In 1984, a venture with GM, New United Motor Manufacturing (builds Corolla, Geo Prizm), was formed at Fremont, Calif. Ground was broken in 1988 for two plants in Georgetown, Ky., (Camry) and Cambridge, Ontario (Corolla).

CAMRY

	1989	1988
Car sales	257,466	227,140

Output of Camry, the best-selling Toyota, began in 1989 at Toyota Motor Manufacturing plant in Georgetown, Ky., where capacity will be 200,000 units a year. All-Trac all-wheel drive, ABS, V-6 are available.

Sales rank
4 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	102.4	182.1	67.4	2,690	2.0-liter	$11,588	
4wd Sedan	102.4	182.1	67.4	3,086	2.0-liter	14,168	
Wagon	102.4	183.1	67.4	2,910	2.0-liter	13,768	151,088

CELICA

	1989	1988
Car sales	61,936	66,331

Introduced 20 years ago, Celica for 1990 gets its fifth redesign. Celicas have a driver-side air bag. Toyota says sound has a high priority, offers Fujitsu 10 system in 1990. Celicas are built in Atsumi, Japan.

Sales rank
17 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	99.4	176.0	67.1	2,500	1.6-liter	$12,268	
2-dr. Hatchback	99.4	173.6	67.1	2,696	2.2-liter	14,188	
4wd Turbo 2-dr. Hatchback	99.4	174.0	68.7	3,272	2.0-liter	21,008	NA

PRODUCT PROFILES

COROLLA

	1989	1988
Car sales	199.975	216.677

In 1990, all but Corolla GT-S boast 102 hp, up 13 percent from 1989. GT-S has a 130 hp, 16-valve engine. Corolla bowed in its current form in 1983, and is built in Fremont, Calif., by New United Motor Manufacturing.

Sales rank
4 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	95.7	170.3	65.2	2,390	1.6-liter	$ 8,748	
4wd Sedan	95.7	170.3	65.2	2,650	1.6-liter	10,758	
Wagon	95.7	171.5	65.2	2,436	1.6-liter	10,128	
4wd Wagon	95.7	172.1	65.2	2,736	1.6-liter	11,838	
SR5 sport coupe	95.7	172.2	65.6	2,414	1.6-liter	11,068	
GTS sport coupe	95.7	172.2	65.6	2,535	1.6-liter	13,238	100,077

CRESSIDA

	1989	1988
Car sales	23,934	14,195

Intermediate Cressida has advanced chassis and powerful engine design for outstanding performance. Electronic 4-speed automatic is Cressida exclusive. Built in Toyota City, Japan, line was introduced in 1978.

Sales rank
31 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	105.5	189.6	67.3	3,417	3.0-liter	$21,498	NA

SUPRA

	1989	1988
Car sales	14,544	19,596

Supra carries Toyota's performance flag in the product parade. The sporty, specialty car packs 200 hp under its hood, has 4-wheel discs, double-wishbone suspension. Fluid-filled engine mounts are 1990 feature.

Sales rank
5 of 22 specialty cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	102.2	181.9	68.7	3,463	3.0-liter	$22,860	NA

TERCEL

	1989	1988
Car sales	97,577	104,655

Entry-level Tercel is built in Toyota City, Japan, as the 3-door EZ Liftback, 3-door Liftback, 2-door Coupe and 2-door Deluxe Liftback. The 5-door Liftback and 3-door Deluxe Liftback have been discontinued.

Sales rank
6 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	93.7	166.7	64.0	2,020	1.5-liter	$7,618	
2-dr. Hatchback	93.7	157.3	64.0	1,990	1.5-liter	6,488	NA

4RUNNER

	1989	1988
Car sales	36,927	20,880

This sport-utility went 4-door in 1990 and also got rear-wheel ABS that uses hydraulics instead of engine vacuum as power for brake actuator. Larger tires on steel wheels available, had been aluminum only.

Sales rank
18 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
4Runner	103.3	176.0	66.5	5,350	2.4-liter	$16,718	NA

LAND CRUISER

	1989	1988
Truck sales	5,091	6,024

A 4-speed automatic is standard on the biggest Toyota utility vehicle. Hubs are manual. An injected V-6 generates 155 hp. J.D. Power and Associates ranks the sport utility first in the segment.

Sales rank
21 of 25 sport utilities

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Land Cruiser	112.2	188.2	72.0	6,526	4.0-liter	$21,998	NA

PICKUP

	1989	1988
Truck sales	208,604	NA

Toyota's trucks come as 2wd and 4wd types, and boast J.D. Power and Associates top quality ranking in the segment. Rear-wheel ABS is extra-cost option on junior models, standard on higher-priced units.

Sales rank
5 of 20 pickups

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Hardybody	103.0	174.6	66.5	3,460	2.4-liter	$7,998	NA

LEXUS

J. Davis Illingworth, vice president and general manager
K. Usuda, senior vice president

Lexus Division
Toyota Motor Sales U.S.A. Inc.
19001 S. Western Ave.
Torrance, CA 90509

	1989	1988
Car sales	16,302	0
Car share (%)	0.16	0.00

Lexus division introduced two built-in Japan sedans in the fall of 1989. Arrival of the cars put a Japanese maker for the first time in the luxury market to compete with Mercedes-Benz, BMW, Jaguar, Cadillac, Lincoln — cars that 58 percent of Lexus buyers owned. It also put Toyota head-to-head with Nissan and upscale Infiniti line.

ES 250

	1989	1988
Car sales	4,728	0

Lexus ES 250 debuted in the fall of last year and immediately became an industry benchmark. Assembled in Toyota City, Japan, the sedan has V-6 engine. Standard transmission is a 5-speed.

Sales rank
50 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	102.4	183.1	66.9	3,164	2.5-liter	$21,050	NA

LS 400

	1989	1988
Car sales	11,574	0

LS 400 is a 5-passenger, four-door sedan powered by a 32-valve, 4-cam, aluminum V-8. An electronically controlled automatic transmission is standard. LS 400, six years in development, is built in Toyota City, Japan.

Sales rank
13 of 23 standard cars

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	110.8	196.7	71.7	3,759	4.0-liter	$35,000	NA

PRODUCT PROFILES

VOLKSWAGEN

Hans-Jorg Hungerland, president & CEO
Volkswagen of America Inc.
888 W. Big Beaver Rd.
Troy, MI 48099

	1989	1988
U.S. car sales	154,933	191,741
Car share (%)	1.57	1.81

Volkswagen dates to the 1930s when engineer Ferdinand Porsche designed a small car with the backing of Adolf Hitler after being turned down by manufacturers. Hitler tied in a road-building campaign and put Germany on wheels. The VW Wolfsburg plant, liberated by the British, became an army truck repair center. Workers found and assembled parts into two cars. By the end of 1945, VW had built 1,785 VW Beetles. The bug revolutionized transportation as the Ford Model T had. VW is a world class carmaker with plants onfive continents.

CABRIOLET

	1989	1988
Car sales	9,891	12,791

Cabriolet, assembled by Wilhelm Karmann, Osnabrueck, West Germany, in 1990 gets driver bag, power windows and a higher-output engine. Top has three layers of sound, thermal insulation.

Sales rank
34 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Cabriolet	94.5	153.1	64.6	2,307	1.8-liter	$15,485	NA

CORRADO

	1989	1988
Car sales	1,403	0

The 140 mph Corrado with 150 hp, supercharged engine is quickest VW ever built. Corrado is assembled by Wilhelm Karmann, Osnabrueck, West Germany, one of Europe's oldest coach builders.

Sales rank
38 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	97.3	159.4	65.9	2,655	1.8-liter	$17,900	NA

FOX

	1989	1988
Car sales	37,655	56,932

Fox subcompact line ranges from a base 2-door entry-level unit up through sedan to 2-door wagon. Front seats recline in all models and quartz clock and analog instruments are standard.

Sales rank
18 of 39 subcompacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	92.8	163.4	63.0	2,172	1.8-liter	$7,225	
Sedan	92.8	163.4	63.0	2,238	1.8-liter	8,310	
2-dr. wagon	92.8	163.4	63.9	2,249	1.8-liter	8,550	NA

GOLF

	1989	1988
Car sales	22,247	10,901

Golf, as all VWs sold here do, carries 5-year rust perforation warrantee. Standard equipment in the subcompact includes height-adjustable front seats, automatic shift lock. Performance version is 105 hp GTI.

Sales rank
27 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
2-dr. Hatchback	97.3	158.0	65.5	2,220	1.8-liter	$8,695	
4-dr. hatchback	97.3	158.0	65.5	2,270	1.8-liter	8,995	NA

JETTA

	1989	1988
Car sales	55,504	51,036

The 1990 Jetta line contains a base job and ranges up to the GLI 16V 4-door. All but the GLI have a 1.8-liter overhead cam, injected engine. New for 1990, the GLI has a 2.0-liter, four-valves-per-cylinder, 134 hp engine.

Sales rank
18 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
GL sedan	97.3	171.7	65.5	2,275	1.8-liter	$ 9,995	
GLi 16V sedan	97.3	171.7	66.1	2,438	2.0-liter	13,750	NA

PASSAT

	1989	1988
Car sales	0	0

Passat, new here in 1990, is the third best-selling car in West Germany. Power is from a 134 hp, 16-valve, 5-cylinder engine. Passat is assembled in Emden in "world's most automated plant."

Sales rank
Not available

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	103.3	180.0	67.1	2,985	2.0-liter	$14,770	NA

VANAGON

	1989	1988
Van sales	5,147	5,416

There is a 1990 entry-level 7-passenger Vanagon priced $3,000 below least-expensive 1989 model. Vanagon options include air, power mirrors, camping package. Loaded Carat has sound system as only option.

Sales rank
20 of 23 vans

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Van	96.9	179.9	72.6	3,460	2.1-liter	$14,080	NA

AUDI OF AMERICA

Richard L. Mugg, vice president
Audi of America
888 W. Big Beaver Rd.
Troy MI 48007-3951

	1989	1988
Car sales	21,283	22,941
Car share (%)	0.21	0.22

The company imports cars made by Audi AG of Ingolstadt, West Germany, a carmaker founded by August Horch in 1909. Audi, a division of the Volkswagen Group, entered the U.S. market in 1969. By 1985 sales were 10 times that of 1969. Audi of America was formed in 1985 to replace Volkswagen of America's Audi Division.

COUPE QUATTRO

	1989	1988
Car sales	342	0

Audi has made a coupe for nearly 60 years and says history and accumulated technology are embodied in the '90 model. Car has all-wheel drive, ABS and new twin cam, 164 hp, 20-valve, 5-cylinder engine.

Sales rank
67 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	100.4	176.4	67.6	3,174	2.3-liter	$29,750	NA

PRODUCT PROFILES

V8 QUATTRO

	1989	1988
Car sales	918	0

Audi's engineering showstopper is the luxurious V8 Quattro with all-wheel drive, ABS and its 32-valve, 3.6-liter, aluminum engine with digital electronics for its engine control.

Sales rank
62 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	106.4	191.9	71.4	3,946	3.6-liter	$47,450	NA

AUDI 80

	1989	1988
Car sales	4,590	5,702

Available with 4wd, cars in the 80 series from Audi have top speed of 122 mph and such automotive goodies as driver air bag and electronically tuned radio. Price was cut in 1990 to $18,900 from $19,350 in 1989.

Sales rank
32 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	100.2	176.3	66.7	2,612	2.0-liter	$18,900	NA

AUDI 90

	1989	1988
Car sales	4,423	6,106

Audi 90 Quattro was given a new 20-valve, 5-cylinder engine, torque-sensing differential and driver air bag for 1990. In 2wd version, power is from 90 hp, 5-cylinder motor with standard transmission.

Sales rank
34 of 46 compacts

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	100.2	176.3	66.7	2,789	2.3-liter	$23,990	NA

AUDI 100/200

	1989	1988
Car sales	8,473	2,429

The Audi 100 with air bags had the best score in history in NHTSA's 35 mph crashes that measure possible head injury. Standard equipment includes automatic transmission, ski rack, driver air bag.

Sales rank
41 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	105.6	192.7	71.4	3,042	2.3-liter	$26,900	NA

VOLVO

Pehr G. Gyllenhammar, chairman;
Bjorn Ahlstrom, president

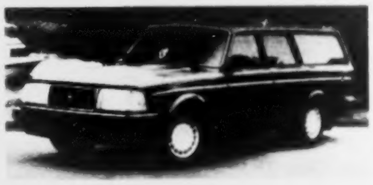
Volvo North America Corp.
535 Madison Ave.
New York, N.Y. 10022

	1989	1988
U.S. car sales	102,620	98,497
Car share (%)	1.04	0.93

Volvo Cars of North America has imported Volvos to the United States for 35 years. It is a subsidiary of Volvo AB, Gothenburg, Sweden, which sells about 400,000 cars worldwide annually. Volvos enjoy solid - if not spectacular - sales in this country of around 100,000 units per year and the vehicles have a reputation of being well-engineered. In the late 1980s, Volvos were called Yuppie car but the company says, "Volvo builds rational cars for families who value longevity, safety and value for the money."

240

	1989	1988
Car sales	40,881	39,597



The 240 series accounts for about 40 percent of sales. Introduced in 1975, turbocharged in 1981. In 1990 there's a entry level 240 and DL. The line is built in Ghent, Belgium, Torslanea, Sweden and Halifax, Nova Scotia.

Sales rank
25 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
DL sedan	104.3	189.9	67.3	2,919	2.3-liter	$18,820	
DL wagon	104.3	190.7	67.7	3,051	2.3-liter	19,310	NA

740

	1989	1988
Car sales	47,098	44,882

Volvo 740 for 1990 gets sharply raked grille, new lights and appearance. The 740 Turbo generates 162 hp with a low-speed peak boost and is made in Torslanea and Uddeualla, Sweden and Halifax, N.S.

Sales rank
24 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Sedan	109.1	188.4	69.3	2,954	2.3-liter	$21,095	
Wagon	109.1	188.4	69.3	3,082	2.3-liter	21,775	NA

760

	1989	1988
Car sales	11,811	11,688

Climate control, power buckets, tilt wheel are standard. The 760 Turbo has 4-cylinder, 162 hp engine. A gas guzzler tax is on the naturally aspirated 760 GLE sedan. All are built in Kalmar, Sweden.

Sales rank
38 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
GLE sedan	109.1	188.4	69.3	3,303	2.8-liter	$33,965	NA

780

	1989	1988
Car sales	2,057	1,681

Volvo 780, built in Turin, Italy, was designed by Italian coach builder Nuccio Bertone. The 780 has an aluminum 2.8-liter, V-6 with 144 hp. 780 Turbo 2.3-liter engine is iron, 188 hp, in-line four.

Sales rank
60 of 69 intermediates

Body style	Wheel-base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Coupe	109.1	188.8	69.3	3,415	2.8-liter	$38,735	NA

YUGO

John Speich, president

Yugo America Inc.
28 Park Way
Upper Saddle River, N.J. 07458

	1989	1988
U.S. car sales	10,576	31,545
Car share (%)	0.11	0.30

U.S. bankruptcy court late last year approved Yugo America Inc.'s reorganization plan and it emerged from Chapter 11 as a fully owned subsidiary of the Yugoslavian manufacturer, Zastava. Until then, Yugo America, a car importer since August, 1985, had been a subsidiary of Global Motors Inc., Upper Saddle River, N. J. Zastava, based in Kragujevac, is a 136-year-old diversified conglomerate producer of cars, trucks, defense systems, sporting arms and machine tools. Since first making cars in 1953, Zastava has built about 3.5 million units, exporting some 500,000 to 68 countries.

CABRIO

	1989	1988
Car sales	NA	NA

Yugo Cabrio, made in Kragujevac, Yugoslavia, is a front-drive subcompact convertible with room for four. The low-priced car has a carbureted engine and a Bosch electronic ignition system with a breakerless distributor.

Sales rank
32 of 39 subcompacts

Body style	Wheel base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
Cabrio	84.6	139.0	60.7	1,947	1.3-liter	$8,990	NA

GV PLUS

	1989	1988
Car sales	10,576	31,545

Manufactured in Kragujevac, Yugoslavia, GV Plus is merchandised as the lowest-priced new car. Features: Bosch multiport electronic fuel injection and five-speed manual transaxle.

Sales rank
No ranking available

Body style	Wheel base (inches)	Length (inches)	Width (inches)	Curb weight (pounds)	Base engine	Base MSRP	No. built
GV Plus	84.6	139.0	60.7	2,575	1.3-liter	$4,435	NA

Import-car models offered in the U.S.

(As of May 1, 1990)

	4-Door Models	2-Door Models	Convertibles	Wagons	1990 Totals	(Final 1989 Totals*)
Acura	6	6	0	0	12	(10)
Alfa Romeo	3	0	2	0	5	(6)
Aston Martin	0	0	0	0	6	(3)
Audi	9	1	0	0	10	(11)
Bentley	3	0	1	0	4	(4)
BMW	9	4	1	0	14	(14)
Chevrolet Geo Metro**	2	0	0	0	2	(1)
Chevrolet Geo Spectrum	0	0	0	0	0	(2)
Chevrolet Geo Storm	0	2	0	0	2	(0)
Chrysler Conquest	0	0	0	0	0	(1)
Chrysler TC by Maserati	0	0	0	0	0	(1)
Daihatsu	2	2	0	0	4	(3)
Dodge Colt	0	3	0	4	7	(7)
Eagle Summit	4	0	0	0	4	(2)
Ferrari	0	1	0	0	1	(3)
Ford Festiva	0	3	0	0	3	(3)
Honda**	0	6	0	2	8	(10)
Hyundai**	4	2	0	0	6	(8)
Infiniti	1	1	0	0	2	(0)
Isuzu	0	1	0	0	1	(9)
Jaguar	4	2	1	0	7	(4)
Lamborghini	0	0	0	0	0	(1)
Lexus	2	0	0	0	2	(0)
Lotus	0	1	0	0	1	(2)
Maserati	1	1	1	0	3	(3)
Mazda**	5	6	2	0	13	(16)
Mercedes-Benz	10	4	0	2	16	(12)
Mercury Capri	0	0	2	0	2	(0)
Mercury Merkur	0	0	0	0	0	(2)
Mercury Tracer	2	0	0	1	3	(3)
Mitsubishi**	7	6	0	0	13	(13)
Nissan**	4	8	0	1	13	(20)
Peugeot	3	0	0	4	7	(11)
Plymouth Colt	0	3	0	4	7	(7)
Pontiac LeMans	1	3	0	0	4	(5)
Porsche	0	6	3	0	9	(12)
Rolls-Royce	2	0	1	0	3	(3)
Saab	7	4	1	0	12	(11)
Sterling	5	0	0	0	5	(4)
Subaru**	8	10	0	7	25	(25)
Suzuki	2	2	0	0	4	(2)
Toyota**	4	20	0	5	29	(32)
Volkswagen**	7	5	3	2	17	(19)
Volvo**	7	2	0	2	7	(9)
Yugo	0	1	1	0	2	(3)
Import Totals	**120**	**116**	**19**	**34**	**289**	**(317)**
Domestic Totals	**126**	**108**	**14**	**30**	**278**	**(317)**
Import-Domestic Totals	**246**	**224**	**33**	**64**	**567**	**(572)**

NOTES: *—Revised
**—Models built in the United States or Canada are excluded from the import-model count for the following makes: Geo Metro, Honda, Hyundai, Mazda, Mitsubishi, Nissan, Subaru, Toyota and Volvo. Those models are included in the domestic-model count.

Domestic models by make, body style

(As of May 1, 1990)

	4-Door Models	2-Door Models*	Convertibles	4-Door Wagons	1990 Totals	(Final 1989 Totals)
Chrysler Imperial	1	0	0	0	1	(0)
LeBaron	1	0	0	0	1	(0)
LeBaron J	0	4	4	0	8	(8)
New Yorker	3	0	0	0	3	(2)
Dodge Aries	0	0	0	0	0	(2)
Daytona	0	4	0	0	4	(4)
Dynasty	2	0	0	0	2	(2)
Omni	0	0	0	0	0	(1)
Monaco	2	0	0	0	2	(0)
Shadow	1	1	0	0	2	(2)
Spirit	3	0	0	0	3	(3)
Eagle Premier	3	0	0	0	3	(3)
Talon	0	3	0	0	3	(0)
Plymouth Acclaim	3	0	0	0	3	(3)
Aries	0	0	0	0	0	(2)
Laser	0	3	0	0	3	(3)
Omni	0	0	0	0	0	(1)
Sundance	1	1	0	0	2	(2)
Chrysler Corp.	20	16	4	0	40	(38)
Ford Escort	1	3	0	1	5	(5)
Ltd Crown Victoria	2	0	0	4	6	(6)
Mustang	0	5	3	0	8	(8)
Probe	0	3	0	0	3	(3)
Taurus	4	0	0	3	7	(7)
Tempo	4	2	0	0	6	(6)
Thunderbird	0	3	0	0	3	(3)
Lincoln Town Car	3	0	0	0	3	(3)
Continental	2	0	0	0	2	(2)
Mark VII	0	2	0	0	2	(2)
Mercury Cougar	0	2	0	0	2	(2)
Grand Marquis	2	0	0	2	4	(4)
Sable	2	0	0	2	4	(4)
Topaz	3	2	0	0	5	(5)
Ford Motor Co.	23	22	3	12	60	(60)
Buick Century	2	1	0	2	5	(5)
Electra/Park Avenue	4	0	0	0	4	(5)
Le Sabre	2	2	0	1	5	(5)
Reatta	0	1	1	0	2	(1)
Regal	2	2	0	0	4	(2)
Riviera	0	1	0	0	1	(1)
Skyhawk	0	0	0	0	0	(3)
Skylark	3	3	0	0	6	(6)
Cadillac Allante	0	0	2	0	2	(1)
Brougham	1	0	0	0	1	(1)
DeVille-Fleetwood	3	2	0	0	5	(5)
Eldorado	0	2	0	0	2	(1)
Seville	2	0	0	0	2	(1)
Chevrolet Camaro	0	2	2	0	4	(4)
Caprice	2	0	0	0	2	(5)
Cavalier	2	3	0	2	7	(6)
Celebrity	0	0	0	2	2	(3)
Corsica/Beretta	3	3	0	0	6	(5)
Corvette	0	2	1	0	3	(2)
Geo Metro	0	3	0	0	3	(2)
Geo Prizm	4	0	0	0	4	(2)
Lumina	2	2	0	0	4	(2)
Oldsmobile Cutlass Calais	4	4	0	0	8	(8)
Cutlass Ciera	4	2	0	2	8	(8)
Cutlass Supreme	3	3	0	0	6	(3)
Oldsmobile 88 Royale	2	2	0	1	5	(5)
Oldsmobile 93 Regency	3	0	0	0	3	(3)
Toronado	0	2	0	0	2	(2)
Pontiac Bonneville	3	0	0	0	3	(4)
Firebird	0	4	0	0	4	(4)
Grand Am	2	2	0	0	4	(4)
Grand Prix	2	2	0	0	4	(3)
Pontiac 6000	2	0	0	2	4	(5)
Sunbird	1	3	1	0	5	(5)
General Motors	58	53	7	12	130	(122)
Accord	3	3	0	0	6	(5)
Civic	3	3	0	0	6	(5)
Honda*	6	6	0	0	12	(10)
Sonata	2	0	0	0	2	(2)
Hyundai	2	0	0	0	2	(2)
626	4	0	0	0	4	(0)
MX-6	0	4	0	0	4	(4)
Mazda*	4	4	0	0	8	(4)
Eclipse	0	5	0	0	5	(4)
Mitsubishi*	0	5	0	0	5	(4)
Sentra	1	2	0	0	3	(5)
Nissan*	1	2	0	0	3	(5)
Legacy	2	0	0	2	4	(0)
Subaru	2	0	0	2	4	(0)
Camry	3	0	0	0	3	(3)
Corolla	3	0	0	0	3	(3)
Toyota*	6	0	0	0	6	(6)
740	4	0	0	4	8	(4)
Volvo	4	0	0	4	8	(4)
Domestic Totals	**126**	**108**	**14**	**30**	**278**	**(255)****
Import Totals	**120**	**116**	**19**	**34**	**289**	**(317)****
Domestic-Import Totals	**246**	**224**	**33**	**64**	**567**	**(572)**

*—Totals for Honda, Hyundai, Mazda, Mitsubishi, Nissan, Subaru, Suzuki, Toyota and Volvo include only models built in the United States and Canada.
**—Revised

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DEALERS

The hottest-selling U.S. dealers of 1989

Ford franchise overtakes Chevrolet franchise for the top spot

The 1989 Automotive News list of America's largest auto dealers — the ranking of top-producing dealerships for the respective domestic and imported franchises — includes a number of large familiar operations which have been big for a long time, as well as some newcomers.

The ranking is based on total new-unit deliveries — car and truck, fleet and retail — for calendar 1989.

As in years past, many of the top-selling franchises used high-volume fleet sales operations to account for the majority of their business. This was particularly true among the traditional domestic makes preferred by many fleet customers.

However, the Penske organization's Longo Toyota dealership in El Monte, Calif., relied on 15,893 one-at-a-time retail sales as well as a newly-developed fleet sales business to push it into the ranks of the sales leaders.

The highest-volume individual franchise in the United States last year was Jordan Ford in, Mishawaka, Ind. Jordan passed Ed Morse Chevrolet of Lauderhill, Fla., which had held the top spot for two consecutive years.

Jordan Ford, which has been in business for 41 years, also ranked as the biggest dealership in total dollar sales, posting $560.5 million in sales last year. The dealership processed 42,013 fleet sales, retailed another 5,639 units for a total of 47,652. The dealership reported $4.4 million in parts and sevice business and 1,372 retail used-vehicle sales.

Jordan's rise to the top spot was gradual. In 1987, the three top-selling franchises were all Chevrolet. In 1988, Jordan moved into the No. 2 spot. Not surprisingly, Jordan Ford led the fleet sales, total new-unit sales and largest dollar volume lists.

Although Ed Morse Chevrolet slipped from the No. 1 spot last year, the franchise still reported 34,769 fleet sales as well as 2,720 retail deliveries for a new-unit total of 37,489 cars and trucks. The dealership finished fourth in total dollar sales, with 1989 revenues of $403.5 million.

The dealership that moved into second place in total dollar sales was Prospect Motors in Jackson, Calif. Dealer W.E. "Bill" Halvorson again placed among the top ten franchises for three of the General Motors makes he sells at the dealership: Chevrolet, Pontiac and Cadillac. In addition, Halvorson also has a Chrysler-Plymouth/Dodge/Jeep-Eagle dealership which is also on the list.

Luke Potter Dodge in Winter Park, Fla., another strong fleet dealer, finished 1989 in third place in the top-dollar sales category, with net revenues of $411.8 million.

The No. 1 dealer in used-vehicle sales was Ricart Ford in Columbus, Ind. Ricart was also the No. 2 franchise in new retail sales, with 11,344 deliveries in 1989.

The dealership that reported the most parts and service business last year was Lustine Chevrolet in Hyattsville, Md. Lustine reported parts and service business totaling $39.4 million. No. 2 was Friendly Chevrolet in Dallas, Texas, while the third spot went to Longo Toyota with $21.3 million in parts and service sales.

Overall, this year's listing — the fourth annual — is very similar to the earlier compilations, although some of the top-selling franchises have changed owners, some have faded and a few have slid into bankruptcy. Many of the traditional leaders are still at the top of their makes. For 1989, 17 of the franchise top performers for their respective domestic and imported makes were repeaters from 1988.

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America's largest auto dealers—by franchise

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1989 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1989 fleet sales	Total 1989 new units
ACURA											
Val Strough Acura Pleasanton, CA	James F. MacDonald	4	30	N.A.	N.A.	N.A.	N.A.	N.A.	1,800*	0	1,800*
Stevens Creek Acura Santa Clara, CA	Larry Long	15	50	N.A.	Integra	37.7	3.0	400	1,600	0	1,600
Tustin Acura Tustin, CA	Shau-Wai Lam	4	53	N.A.	Integra	38.0	3.3	178	1,575	0	1,575
Cerritos Acura Cerritos, CA	Kent Browning	4	46	N.A.	Legend	33.4	3.4	233	1,364	73	1,437
Radley Acura Falls Church, VA	Vincent Radley	11	58	N.A.	Integra	38.3	3.1	749	1,342	0	1,342
Acura of Westchester Larchmont, NY	John Tufo	5	45	N.A.	Integra	30.0	3.0	133	1,128	135	1,263
Acura of Seattle Seattle, WA	Al Courter	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,200*	0	1,200*
Claremont Acura Claremont, CA	Al Courter	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,175*	0	1,175*
Rosenthal Acura Gaithersburg, MD	Bob Rosenthal	4	55	N.A.	Legend	N.A.	N.A.	N.A.	1,150*	0	1,150*
Pflueger Acura Honolulu, HI	John Turja	3	80	N.A.	Integra	31.1	2.6	996	1,078	0	1,078
ALFA ROMEO											
Suburban Auto Imports Maywood, IL	Anthony Scalzo Sam Tomaino	11	15	VW	Alfa Convertible	N.A.	N.A.	N.A.	144*	0	144*
Robert Ruehman Inc. North Hollywood, CA	Robert Ruehman	19	102	Pontiac, BMW	Spider	N.A.	N.A.	N.A.	84*	0	84*
Beach Imports Newport Beach, CA	Jim Parkinson	35	35	Maserati, Saab	Spider	N.A.	N.A.	N.A.	73*	0	73*
Beverly Hills Alfa Los Angeles, CA	Avo Kalaydjian	4	16	Peugeot	Spider	N.A.	N.A.	N.A.	69*	0	69*
E.E.R. Enterprices, Inc. San Juan, PR	Emerito Estrada	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	61*	0	61*
Burlingame Alfa Burlingame, CA	Remi Saremi	2	15	N.A.	Spider	N.A.	N.A.	N.A.	51*	0	51*
Alfredo's Foreign Car Larchmont, NY	Alfredo Guila	25	21	Maserati	Milano	N.A.	N.A.	N.A.	48*	0	48*
Paul Spruell Alfa Chamblee, GA	Paul Spruell	11	20	N.A.	Spider	3.5	0.9	185	46	0	46
Southwest Alfa Houston, TX	Terry Colley	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	45*	0	45*
Bebcor Motors Hackensack, NJ	Dan Farrell	5	16	N.A.	Spider Veloce	2.1	1.1	26	36	0	36

*Estimate

continued →

DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1989 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1989 fleet sales	Total 1989 new units
AUDI											
Carousel Automobiles Golden Valley, MN	Larry LeJeune	8	55	Porsche, Range Rover	Audi 100	20.7	4.4	303	355	10	365
Jack Daniels Motors Fairlawn, NJ	John J. Daniels	18	50	Porsche	Audi 100	23.4	5.3	264	329	0	329
The Annis Corporation Natick, MA	E. Keene Annis	34	68	VW, Porsche, Laforza, Lotus	N.A.	N.A.	N.A.	N.A.	284	0	284
The Audi Exchange Highland Park, IL	Ernie D. Semersky	14	N.A.	Sterling, Porsche	N.A.	N.A.	N.A.	N.A.	263	0	263
Bill Cook Audi Farmington Hills, MI	William G. Cook	N.A.	N.A.	Porsche, Audi, VW, Lotus	N.A.	N.A.	N.A.	N.A.	211	0	211
Town Motor Car Corp. Englewood, NJ	Robert F. Siebold	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	209	0	209
O'Hare Intn'l Autos, Inc. Elk Grove Village, IL	William H. Tietz	7	N.A.	Mazda	N.A.	N.A.	N.A.	N.A.	196	0	196
Pray Audi Corp. Greenwich, CT	Malcolm S. Pray, Jr.	20	40	Porsche	Audi 100	17.5	5.3	N.A.	192	0	192
Audi Manhattan, Inc. New York, NY	Sean J. Brennan	19	64	Porsche	Audi 100	16.6	6.5	137	187	0	187
Paul Miller, Inc. Parsippany, NJ	Paul T. Miller	12	56	Porsche, Range Rover	Audi 100	24.8	5.5	197	181	0	181
BMW											
Crevier BMW Santa Ana, CA	Robert Crevier	19	98	N.A.	525i	51.5	10.4	354	1,004	0	1,004
BMW South Miami, FL	Charles Dascal	25	80	N.A.	3 Series	N.A.	N.A.	600	885	0	885
Saddleback BMW Irvine, CA	Klaus Lischer	17	N.A.	N.A.	5 Series	N.A.	N.A.	N.A.	817	0	817
BMW Concord Concord, CA	Myron R. Day	20	57	N.A.	525i	39.3	5.2	342	790	0	790
Pacific BMW Glendale, CA	David Ho	8	N.A.	Mitsubishi, Suzuki	3 Series	N.A.	N.A.	N.A.	779	0	779
Weatherford Motors Berkeley, CA	Harry Yasukochi	3	77	N.A.	3-series	40.1	6.3	397	769	0	769
Braman Motors Miami, FL	Norman Braman	14	95	Rolls-Royce	3 Series	N.A.	N.A.	N.A.	716	0	716
Century Motor Sales Alhambra, CA	Leon Peskin	36	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	707	0	707
Nick Alexander Imports Los Angeles, CA	Nick Alexander	11	56	VW	325i	35.3	2.9	266	667	0	667
Sterling Motors Ltd. Newport Beach, CA	John Belanger	5	58	N.A.	325i	N.A.	N.A.	N.A.	663	0	663
BUICK											
Orange Buick GMC Truck Co. Orlando, FL	Bo Stevens	60	91	GMC Trucks	Le Sabre	N.A.	N.A.	N.A.	5,060	0	5,060
Wilkins Buick, Inc. Glen Burnie, MD	Steve Snyder	20	75	Isuzu	Riviera	N.A.	N.A.	N.A.	4,473	0	4,473
Lupient Buick Minneapolis, MN	Gary Lehiman	4	66	N.A.	LeSabre	N.A.	N.A.	N.A.	661*	3,381*	4,042*
Loren Buick, Inc. Glenview, IL	Irving N. Segal	30	70	N.A.	LeSabre	62.6	4.1	277	955	2,819	3,774
William Lehman Buick, Inc. Miami, FL	Allan Jacoby	24	115	Hyundai	Century	51.6	7.5	833	909*	2,751*	3,660*
Prospect Motors, Inc. Jackson, CA	W. E. Halvorson	16	62	Oldsmobile, Pontiac, Cadillac, Toyota	Century	N.A.	N.A.	339	509*	3,055*	3,564*
Grant Dean Buick, Inc. Highland Park, IL	Al Andrea	23	60	N.A.	LeSabre	N.A.	N.A.	250	700*	2,460*	3,160*
Pelkowitz Motors Perth Amboy, NJ	Regis P. McGuire	3	52	Cadillac	LeSabre	245.3	4.0	191	317	2,712	3,029
Ron Smith Buick Jeep-Eagle Merced, CA	Ron Smith	13	28	Jeep/Eagle	Skylark	34.9	0.8	394	182	2,282	2,464
Buick Mart Cerritos, CA	Lew Webb	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,297	0	2,297

*Estimate

continued →

DEALERS

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CADILLAC											
Bayview Cadillac Fort Lauderdale, FL	Edward J. Morse	29	175	N.A.	DeVille	271.4	9.4	1,250	1,828	7,429	9,257
Polkowitz Motors Perth Amboy, NJ	Regis P. McGuire	3	52	Buick	Sedan DeVille	245.3	4.0	191	225	7,800	8,025
Long Cadillac Roseville, MN	Richard Long	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	855	4,200	5,055
Prospect Motors Jackson, CA	W. E. Halvorson	20	65	Oldsmobile, Pontiac, Buick, Toyota	Sedan DeVille	470.6	2.6	339	42	3,730	3,772
Penske Cadillac Downey, CA	William R. Piercey	11	170	N.A.	DeVille	128.7	13.9	633	1,653	2,038	3,691
Martin Cadillac Co., Inc. Los Angeles, CA	Dana R. Martin	13	200	N.A.	N.A.	N.A.	N.A.	N.A.	1,150	1,500	2,650
Roger Meier Cadillac Co. Dallas, TX	Todd Meier	9	135	N.A.	N.A.	N.A.	N.A.	N.A.	1,240	1,225	2,465
Premier Cadillac Inc. Kansas City, MO	John J. Roach, Jr.	30	110	N.A.	N.A.	N.A.	N.A.	N.A.	1,100	550	1,650
Cashman Cadillac Las Vegas, NV	James Cashman, Jr.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	850	750	1,600
Coral Cadillac Inc. Pompano Beach, FL	Norman E. Wiese	15	130	N.A.	Sedan DeVille	76.1	8.6	937	1,556	0	1,556
CHEVROLET											
Ed Morse Chevrolet, Inc. Laudehill, FL	Edward J. Morse, Jr.	10	176	N.A.	S-10 Blazer	403.5	9.8	1,193	2,720	34,769	37,489
Prospect Motors, Inc. Jackson, CA	W. E. Halvorson	20	65	Oldsmobile, Pontiac, Cadillac, Buick, Toyota	Lumina	470.6	2.6	339	275	18,044	18,319
Del'Orme Chevrolet Alhambra, CA	John Del'Orme	10	73	N.A.	Corsica	127.9	3.3	156	605	11,453	12,058
Z Frank Chevrolet Chicago, IL	John L. Sayer	54	115	N.A.	N.A.	N.A.	N.A.	N.A.	2,740	8,690	11,430
Bob Brest Chevrolet Lynn, MA	Robert Brest	28	120	N.A.	N.A.	N.A.	N.A.	N.A.	1,605	8,890	10,495
Bast Chevrolet, Inc. Seaford, NY	Charles W. Bast	40	84	N.A.	Cavalier	128.2	4.7	491	2,072	7,262	9,334
Harold Chevrolet Bloomington, MN	Carl Cook	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	775	6,855	7,630
Friendly Chevrolet Dallas, TX	Mark Eddins	10	243	Geo	LD 1500	133.9	26.8	921	2,954	4,136	7,090
Povey Chevrolet Red Bluff, CA	Jim Franfeth	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	455	6,405	6,860
Celozzi-Ettleson Chevrolet Elmhurst, IL	Nick A. Celozzi	22	190	Geo, Chevrolet, Chevy Trucks	Cavalier	109.7	12.2	2,183	5,282	1,122	6,404
CHRYSLER-PLYMOUTH											
Precision C-P-D Winter Haven, FL	Bill Devreline	5	70	Dodge	New Yorker	N.A.	N.A.	N.A.	1,440*	7,204*	8,644
Forest Lake C-P-D Forest Lake, MN	Kevin Snaza	6	21	Dodge	Voyager	94.2	0.8	428	276	6,884	7,160
Lake Forest C-P Gaithersburg, MD	William Cash	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,736*	3,800*	6,536
Hollywood C-P, Inc. Hollywood, FL	Russell L. Everett	3	70	N.A.	LeBaron	91.2	4.8	445	709	4,658	5,367
Massey Yardley C-P Plantation, FL	Herb Yardley	23	71	N.A.	Voyager	86.7	5.0	659	1,387	3,964	5,351
Galeana C-P, Inc. Fort Myers, FL	Frank Galeana	16	97	Peugeot	Voyager	88.6	4.9	1,377	1,579	3,159	4,738
Allen Cubbage C-P-D Stanley, VA	Allen J. Cubbage	10	27	N.A.	Voyager	61.1	0.7	694	400	3,759	4,159
So. Bay C-P/Jeep-Eagle Torrance, CA	James B. Clark	5	120	Jeep Eagle	Voyager	101.2	4.4	697	840	3,006	3,846
Russ Darrow C-P Waukesha, WI	Russell M. Darrow, Jr.	23	80	N.A.	N.A.	N.A.	N.A.	N.A.	3,567	0	3,567
Tate Chrysler-Plymouth Glen Burnie, MD	Creston G. Tate	30	50	N.A.	N.A.	N.A.	N.A.	N.A.	3,549	0	3,549

*Estimate

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DODGE											
Luke Potter Dodge Winter Park, FL	Luther D. Potter	26	84	N.A.	Caravan	411.8	3.6	467	895	19,377	20,272
Precision C-P-D Winter Haven, FL	Frank Morsani	19	58	N.A.	Caravan	N.A.	N.A.	N.A.	1,430*	11,274*	12,704
Tate Dodge Inc. Glen Burnie, MD	Creston G. Tate	34	65	N.A.	Caravan	28.7	2.3	878	1,375	10,750	12,125
Colonial Dodge, Inc. Kensington, MD	Bob Hydorn	24	100	Peugeot, Alfa Romeo	Caravan	N.A.	N.A.	N.A.	2,150*	6,926*	9,076
Freeway Dodge, Inc. Bloomington, MN	Thane Hawkins	25	55	Dodge, Suzuki	Caravan	55.6	2.3	692	716	8,294	9,010
Haggerty Dodge Chicago, IL	Ed Gilmore	2	35	N.A.	Caravan	N.A.	N.A.	N.A.	1,101*	6,500*	7,601
Ed Morse Dodge Coconut Creek, FL	Richard Danahy	5	64	N.A.	Caravan	82.9	2.7	328	838	5,830	6,668
Forest Lake C-P-D Forest Lake, MN	Dennis Hecker	N.A.	40	Chrysler, Plymouth	Caravan	N.A.	N.A.	N.A.	1,340*	3,874*	5,214
Dodge World Kissimmee Kissimmee, FL	Tom Palme	10	75	N.A.	N.A.	N.A.	N.A.	N.A.	575*	4,313*	4,888
Amador Motors Inc. Sutter Creek, CA	Michael Foster	2	15	Chrysler, Plymouth, Jeep, Eagle	Caravan	N.A.	N.A.	N.A.	1,110*	3,498*	4,608
FORD											
Jordan Motors, Inc. Mishawaka, IN	Craig A. Kapson	41	133	N.A.	Escort	560.5	4.4	1,372	5,639	42,013	47,652
McInerney Ford Orlando, FL	Richard L. Smith	15	103	N.A.	Escort	244.8	5.3	572	1,345	19,640	20,985
Al Piemonte Ford Sales, Inc. Melrose Park, IL	Alex Piemonte	26	126	N.A.	Escort	223.5	4.6	1,291	2,388	15,621	18,009
Santa Monica Ford Santa Monica, CA	Wayne Harding	26	28	N.A.	Taurus	67.0	6.2	341	1306	14,027	15,333
Highland Park Ford Highland Park, IL	Steve Ernburg	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	975	11,450	12,425
Pacifico Ford, Inc. Philadelphia, PA	Kerry T. Pacifico	35	165	N.A.	Taurus	164.9	6.3	1,043	1,987	10,402	12,389
Fairway Ford Latrobe, PA	James O'Neal, Jr.	12	30	N.A.	N.A.	N.A.	N.A.	N.A.	400*	11,650*	12,050*
Rice and Holman Ford Mt. Laurel, NJ	Joseph P. Glowacki	66	237	Ford & Kenworth Heavy Trucks	Taurus	226.6	14.3	1,137	4,592	7,087	11,679
Ricart Ford Inc. Columbus, OH	Rhett Ricart	36	479	Mitsubishi	Escort	216.4	8.2	7,837	11,344	0	11,344
S & C Ford San Francisco, CA	Aldo A. Fontana	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,110*	10,050*	11,160*
HONDA											
Gardena Honda Gardena, CA	Shau-Wai Lam	11	150	N.A.	Accord	93.5	10.5	528	6,071	0	6,071
Norm Reeves Honda, Inc. Cerritos, CA	Donna L. Reeves	35	145	N.A.	Accord	74.7	7.2	955	3,889	412	4,301
Robertson Honda North Hollywood, CA	Jack B. Robertson	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	3,850*	0	3,850*
Plaza Honda Brooklyn, NY	John Rosatti	13	65	Oldsmobile, Acura	N.A.	45.5	6.0	400	2,980	350	3,330
Penske Honda Downey, CA	George Lucas	3	59	N.A.	Accord	47.2	3.9	455	2,674	296	2,970
Herson's Honda Rockville, MD	Lewis Cohn	15	120	N.A.	Accord	52.2	9.8	350	2,775	0	2,775
Rosenthal Honda Vienna, VA	Robert M. Rosenthal	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,450*	0	2,450*
Honda of Lisle Lisle, IL	Horst Koralius	13	108	N.A.	Accord	42.4	5.2	875	2,418	0	2,418
Showcase Honda Phoenix, AZ	Larry L. Van Tuyl	19	80	N.A.	N.A.	N.A.	N.A.	N.A.	2,240*	0	2,240*
Pacific Honda San Diego, CA	Gary Sorter	5	104	N.A.	Accord	9.0	6.3	780	1,735	0	1,736

*Estimate

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HYUNDAI											
Cormier Hyundai Long Beach, CA	John J. Peterson	4	66	N.A.	Excel	N.A.	N.A.	N.A.	2,158	0	2,158
Kim-Hankey Hyundai Los Angeles, CA	Richard Kim	4	76	N.A.	Excel	N.A.	N.A.	N.A.	1,951	0	1,951
Bauer Hyundai Tinley Park, IL	Gordon Walker	3	50	N.A.	Sonata	N.A.	N.A.	N.A.	1,929	0	1,929
Olympic Hyundai Chicago, IL	Michael Christopoulos	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,640	0	1,640
O'Connor Hyundai Chicago, IL	Robert E. O'Connor	1	75	N.A.	Excel	N.A.	N.A.	N.A.	1,625	0	1,625
Galpin Hyundai Sepulvela CA	Bert Boeckmann II	35	55	N.A.	Excel	18.2	2.0	426	1,594	0	1,594
Garden Grove Hyundai Garden Grove, CA	Kent Browning	4	57	N.A.	Excel	20.5	2.5	525	1,377	0	1,377
Savage Hyundai Monrovia, CA	Dennis D. Assael	15	45	Mazda, BMW, Subaru	Excel	N.A.	N.A.	N.A.	1,361	0	1,361
Lee Hyundai Fayetteville, NC	John F. Lee	3	45	N.A.	Excel	17.6	1.6	497	1,346	0	1,346
Woodfield Hyundai Hoffman Estates, IL	Gerald Resnick	20	32	N.A.	Excel	N.A.	N.A.	298	1,264	0	1,264
ISUZU											
Sam White Isuzu Houston, TX	Sam H. White	19	205	Oldsmobile, Nissan, Sterling	Pickup	14.8	2.0	207	1,193	203	1,396
Courtesy Isuzu Lafayette, LA	Don Hargroder	2	30	Peugeot, Alfa, Maserati, Daihatsu	Pickup	N.A.	N.A.	N.A.	1,178	0	1,178
Fountain Isuzu Orlando, FL	Louis King	3	200	Oldsmobile, GMC, Mitsubishi, Diahatsu	Pickup	N.A.	N.A.	N.A.	1,082	0	1,082
Fletcher Jones Isuzu Las Vegas, NV	Fletcher Jones	9	20	Suzuki, Chevy	Pickup	N.A.	N.A.	N.A.	949	0	949
Covert Isuzu Austin TX	Duke M. Covert	7	25	N.A.	Pickup	N.A.	N.A.	N.A.	802	0	802
Royal Isuzu Tampa, FL	Ralph Ghioto	21	125	Buick	Pickup	48.2	7.6	651	794	0	794
J.K.J. Isuzu Woodbridge, PA	John W. Koons, Jr.	9	100	Mitsubishi, Buick	Trooper	N.A.	N.A.	N.A.	789	0	789
Fresno Isuzu Fresno, CA	Antonio Rodriguez	9	120	Toyota	Pickup	N.A.	N.A.	N.A.	757	0	757
Henderson-Sellers Baton Rouge, LA	Jess Henderson	1	20	N.A.	Pickup	6.0	0.4	248	726	0	726
Biddulph Isuzu Santa Rosa, CA	Barry Biddulph	6	101	Chevrolet, Daihatsu	Trooper	40.1	4.0	598	679	30	709
JAGUAR											
Hempstead Auto Co. Hempstead, NY	Hugh J. Weidinger	52	72	N.A.	XJ-6	52.6	11.4	66	616	90	706
Newport Imports, Inc. Newport Beach, CA	Leland H. West	9	158	Range Rover, Lotus, Ferrari	XJ-6	67.0	12.4	232	627	14	641
Hornburg Jaguar, Inc. Los Angeles, CA	William Gaby	43	120	Range Rover	XJ-6	48.0	12.4	110	534	0	534
The Jaguar Collection Coral Gables, FL	Joseph DeMaria	25	60	Ferrari	XJ-6	N.A.	N.A.	N.A.	431	0	431
Bauer Jaguar Anaheim, CA	Richard Bauer	11	57	N.A.	XJ-6	25.0	5.0	62	376	0	376
Rosenthal Jaguar Vienna, VA	Robert M. Rosenthal	12	35	N.A.	XJ-6	N.A.	N.A.	N.A.	375	0	375
Sportique Motors Ltd. Huntington, NY	Elliott Brown	20	60	Peugeot	XJ-6	N.A.	N.A.	N.A.	341	0	341
Rallye Motors, Inc. Paramus, NJ	Manny Sicari	30	50	N.A.	XJ-6	N.A.	N.A.	N.A.	338	0	338
Dominion Jaguar Houston, TX	Roy Bennion Stewart A. Feldman	4	120	N.A.	XJ-6	N.A.	N.A.	N.A.	332	0	332
Crown Jaguar St. Petersburg, FL	Duane Hawkins	17	39	Ferrari, Mercedes, Peugeot	XJ-6	N.A.	N.A.	N.A.	331	0	331

*Estimate

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JEEP-EAGLE											
Don-A-Vee Jeep Eagle Bellflower, CA	Clive Skilton	4	88	N.A.	Cherokee	53.5	2.9	542	2,453	0	2,453
Jasper Jeep Sales Jasper, GA	Michael W. Lowe	16	44	Jeep, Eagle	Cherokee	48.2	1.4	725	1,812	446	2,258
Manhattan Jeep Eagle New York, NY	John Monninger	1	60	N.A.	Cherokee	42.1	3.5	171	1,805	121	1,926
So. Bay C-P/Jeep-Eagle Torrance, CA	James B. Clark	3	120	Chrysler, Plymouth	Cherokee	101.2	4.4	687	905	899	1,804
Buerge Jeep-Eagle West Los Angeles, CA	John Buerge	7	20	N.A.	Cherokee	N.A.	N.A.	N.A.	1,735	0	1,735
Pete Ellis Dodge, Inc. South Gate, CA	Pete Ellis	11	135	Dodge	Cherokee	N.A.	N.A.	N.A.	1,724	0	1,724
Royal Jeep/Eagle, Inc. Fern Park, FL	Ray M. Tatum	15	75	N.A.	Cherokee	37.0	3.6	737	1,252	221	1,473
Salerno Duane Pontiac-Har Summit, NJ	Raymond Duane	2	75	Pontiac	Cherokee	N.A.	N.A.	N.A.	1,360	0	1,360
Broadway Jeep-Eagle Littleton, CO	Gerald Morris	13	75	N.A.	Cherokee	N.A.	N.A.	N.A.	1,356	0	1,356
Heritage C-P/Jeep-Eagle Alexandria, VA	Pat Collins	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,330	0	1,330
LINCOLN-MERCURY											
Libertville L-M Libertyville, IL	Julius Marks, Jr	17	81	Merkur	Town Car	330.2	3.4	938	1,669	19,345	21,014
Island L-M Merritt Island, FL	Burt Deardost	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	265	7,450	7,715
Marty Franich L-M Watsonville, CA	Bob Culbertson	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	350	7,100	7,450
O'Conner L-M Los Angeles, CA	Jack O'Conner	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	675	4,850	5,525
Arnold Palmer Ford, L-M Blufton, SC	James O'Neal	12	38	Ford	N.A.	N.A.	N.A.	N.A.	150*	5,146*	5,296*
Northgate L-M Tampa, FL	Jack Parks	15	160	N.A.	Grand Marquis	103.8	2.5	1,019	2,090	2,276	4,366
Stu Evans L-M Garden City, MI	Stewart Evans John Evans	45	108	N.A. Town Car	Grand Marquis	92.2	8.6	979	3,870	10	3,880
North Park L-M San Antonio, TX	Clarence J. Kahlig, II	8	136	N.A.	Grand Marquis	77.0	8.0	1,640	3,002	356	3,358
Holman L-M Mapleshade, NJ	John M. Todd	51	153	N.A.	Town Car	90.1	7.8	968	2,750	579	3,329
Stu Evans L-M Southgate, MI	Stewart Evans	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	3,071*	0	3,071*
MAZDA											
Puente Hills Mazda City of Industry, CA	F. E. Hitchcock	7	85	N.A.	Trucks	42.2	3.4	721	2,224	228	2,452
Frank Bommarito Mazda Ellisville, MO	Joe Lager	12	134	Oldsmobile, GMC Trucks, Infiniti	MX6	86.1	8.2	895	991	1,290	2,281
Gunther Mazda Ft. Lauderdale, FL	Jay Gunther	15	90	N.A.	626	43.3	4.5	1,169	2,276	0	2,276
Billy Barrett Mazda Dallas, TX	Billy Barrett	18	119	Volkswagen	N.A.	45.5	3.7	962	2,236	0	2,236
Freeman Mazda Irving, TX	J. W. Freeman	36	175	Oldsmobile, Hyundai	Trucks	68.4	4.8	572	2,092	55	2,147
Roger Beasley Mazda Austin, TX	Roger Beasley	18	60	N.A.	626	N.A.	N.A.	N.A.	1,709	0	1,709
Mapleshade Mazda Mapleshade, NJ	Bob Dimmerman	16	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,654	0	1,654
Red McCombs Mazda San Antonio, TX	Red McCombs	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,601	0	1,601
Oak Tree Imports San Jose, CA	Enide Allison	35	67	N.A.	Trucks	29.9	4.7	299	1,567	0	1,567
Jim Ellis Mazda Marietta, GA	Jim Ellis	2	65	N.A.	626	N.A.	N.A.	N.A.	1,527	0	1,527

*Estimate

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MERCEDES-BENZ											
Downtown L.A. Motors Los Angeles, CA	Nickolas Shammas	35	110	N.A.	300E	83.8	9.1	230	1,483	0	1,483
Ray Catena Motor Car Edison, NJ	Raymond Catena	34	100	Porsche	560SL	73.8	7.2	85	1,182	0	1,182
Jim Slemons Imports Newport Beach, CA	Jim Slemons	29	175	N.A.	N.A.	N.A.	N.A.	N.A.	1,135	0	1,135
Rallye Motors Roslyn, NY	Peter G. Terian	31	150	BMW, Rolls-Royce	N.A.	N.A.	N.A.	N.A.	1,080	0	1,080
Benzel-Busch Motorcar Englewood, NJ	Joseph A. Agresta, Sr.	12	95	N.A.	300E	72.8	8.8	73	1,053	0	1,053
Mercedes Benz Manhattan New York, NY	John Churan	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,050	0	1,050
RBW of Atlanta Atlanta, GA	John Ellis	20	130	N.A.	N.A.	N.A.	N.A.	N.A.	905	0	905
Smythe European San Jose, CA	W. D. Smythe	35	150	Volvo	300E	82.8	12.3	548	825	0	825
Park Place Motorcars Dallas, TX	Kenneth Schnitzer, Jr.	3	112	N.A.	300E	71.1	11.3	362	804	0	804
Prestige Motors Paramus, NJ	Joseph T. Dockery	21	100	Range Rover	N.A.	N.A.	N.A.	N.A.	765	0	765
MITSUBISHI											
Michael Mitsubishi Fresna CA	Larry L. Van Tuyl Mike Roswold	4	279	Cadillac, VW, Porsche Audi, Chevrolet	Pickup	105.5	3.9	1,246	2,060	0	2,060
Frank Parra Mitsubishi Irving, TX	Frank Parra	4	35	N.A.	Pickup	24.0	2.0	1,974	2,013	0	2,013
Boch Mitsubishi Norwood, MA	Ernest J. Boch, Sr.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,999	0	1,999
Century Mitsubishi Warwick, RI	Kenneth L. Hagen	4	45	N.A.	Pickup	20.2	1.3	99	1,060	500	1,560
Bob King Mitsubishi Winston Salem, NC	Bob King	22	38	N.A.	Pickup	18.5	1.0	608	1,363	0	1,363
Paul York Mitsubishi Corpus Cristi, TX	Paul York	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,238	0	1,238
Serramonte Mitsubishi Colma, FL	Fred Cziska Tom Price	8	50	N.A.	Mirage	N.A.	N.A.	N.A.	1,196	0	1,196
Manhasset Mitsubishi Manhasset, NY	Jeffery Schuman	8	50	Oldsmobile	Eclipse	N.A.	N.A.	N.A.	1,176	0	1,176
Jim Hudson Mitsubishi Columbia, SC	James E. Hudson	4	38	N.A.	Trucks	14.6	1.3	106	1,129	0	1,129
Rockland Mitsubishi Nyack, NY	Neale Kuperman	3	36	N.A.	Galant	15.8	1.5	116	1,058	0	1,058
NISSAN											
Northwestern Nissan Fridley, MN	Dennis E. Hecker	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	430*	5,700*	6,130
Nissan Of Downey Downey, CA	Carmen Koosa	7	108	N.A.	N.A.	N.A.	N.A.	N.A.	4,379*	1,100*	5,479
ABC Nissan Phoenix, AZ	Larry L. Van Tuyl	19	250	N.A.	Sentra	N.A.	N.A.	N.A.	3,712*	1,100*	4,812
Duarte Nissan Duarte, CA	Robert J. Lou	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	3,959	0	3,959
Mossy Nissan National City, CA	Philip E. Mossy Michael E. Cronin	8	160	N.A.	Sentra	66.4	8.6	1,872	3,939	0	3,939
West Covina Nissan West Covina, CA	Orval Paul Jim Valles	6	102	N.A.	Sentra	57.2	5.6	652	3,419	0	3,419
Universal City Nissan Los Angeles, CA	Morris Schrage	20	148	N.A.	Sentra	68.4	8.1	991	3,386	0	3,386
Bob Brest Nissan Lynn, MA	Robert Brest	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	3,000	0	3,000
Winner Nissan Newark, DE	John Hynansky	14	70	N.A.	Sentra	44.3	1.9	686	1,479	1,359	2,838
Rosenthal Nissan Vienna, VA	Robert M. Rosenthal	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,672	0	2,672

*Estimate

continued →

DEALERS

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OLDSMOBILE											
Jim Lupient Oldsmobile Minneapolis, MN	James W. Lupient	21	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,150	9,135	11,285
Dale Oldsmobile-Pontiac Houston, TX	Mark Rosenstock, Jr.	41	100	Pontiac, Jeep, Eagle	N.A.	N.A.	N.A.	N.A.	1,350	9,550	10,900
Browning Oldsmobile Cerritos, CA	Richard Browning	55	160	Mitsubishi	Delta 88	107.4	12.6	803	2,075	5,245	7,320
Prospect Motors, Inc. Jackson CA	W. E. Halvorson	20	65	Oldsmobile, Pontiac, Cadillac, Buick, Toyota	Ciera	470.6	2.6	339	42	6,939	6,981
Larry Faul Oldsmobile Schaumburg, IL	Lawrence J. Faul	47	117	Peugeot, GMC	Ciera	87.1	8.4	653	1,414	3,665	5,079
Anderson Oldsmobile Baltimore, MD	William R. Mortimer	20	125	N.A.	N.A.	N.A.	N.A.	N.A.	1,650	3,335	4,985
Sam White Oldsmobile Houston TX	Sam H. White	38	205	Isuzu, Nissan, Sterling	Ciera	92.5	15.0	1,591	2,288	2,411	4,699
Fountain Oldsmobile Orlando, FL	Louis King	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	850	3,835	4,685
Z Frank Oldsmobile Chicago, IL	John L. Sayer	6	85	N.A.	N.A.	N.A.	N.A.	N.A.	1,450	2,850	4,300
Henry Faulkner Inc. Philadelphia, PA	Joseph Faulkner	6	150	Mitsubishi	Ciera	47.9	10.8	804	1,454	2,598	4,052
PEUGEOT											
Peugeot of Union County Rahway, NJ	Joseph Gayer	3	22	N.A.	405	10.0	1.5	340	172	0	172
Autos Vega, Inc. San Juan, PR	Ramon Vega Perez	50	85	Ford, Lincoln, Mercury, Hyundai	405	19.2	2.8	480	143	11	154
Fred's Peugeot Philadelphia, PA	David Fellner	20	N.A.	N.A.	SWB Wagon	4.1	1.3	54	110	0	110
Imported Car Center Williston, VT	Arlo E. Cota	11	17	N.A.	405	3.8	0.9	167	97	0	97
Foreign Motors West, Inc. Natick, MA	Thomas R. Mix	20	140	Mercedes-Benz, BMW, Range Rover, Rolls-Royce	405	55.6	14.0	272	94	0	94
Overseas Auto Corp. Hastings on Hudson, NY	Franz Bammert	3	20	N.A.	405	3.6	1.3	32	86	0	86
Trans-Atlantic Motors Inc. Stamford, CT	Chris Riley	31	8	N.A.	505	16.0	0.7	23	58	18	76
Maplewood Peugeot Maplewood, NJ	Alan Castrol	9	20	N.A.	405	N.A.	N.A.	N.A.	73*	0	73*
Tenafly Foreign Cars Tenafly, NJ	Robert Engel	28	16	N.A.	405	N.A.	N.A.	N.A.	68*	0	68*
Clair Peugeot W. Roxbury, MA	Ernie Clair	4	20	N.A.	405	N.A.	N.A.	N.A.	67*	0	67*
PONTIAC											
Stephen Pontiac-Cadillac, Inc. Bristol, CT	Stephen J. Barberino, Sr.	33	280	Ford, Cadillac, Nissan, GMC, Toyota, Suzuki, Jaguar	Grand Am	233.7	10.5	1,740	393	14,637	15,030
J.M. Pontiac Hollywood, FL	John McNally	21	185	N.A.	Grand Am	173.6	8.8	3,657	2,407	11,665	14,072
Prospect Motors Jackson, CA	W. E. Halvorson	20	65	Oldsmobile, Pontiac, Cadillac, Buick, Toyota	Grand Am	470.6	2.6	339	38	12,582	12,620
Hansford Pontiac-GMC Minneapolis, MN	Rudy Luther	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	870	8,220	9,090
Patrick Pontiac-GMC Libertyville, IL	Hanley Dawson, III	74	100	GMC	N.A.	N.A.	N.A.	N.A.	1,000	7,100	8,100
Wiesner Pontiac Conroe, TX	John Wiesner	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,400	3,150	5,550
Dale Oldsmobile-Pontiac Bronx, NY	Mark Rosenstock, Jr.	41	100	Oldsmobile, Jeep, Eagle	N.A.	N.A.	N.A.	N.A.	760	3,580	4,340
Dave Gill Pontiac-GMC Inc. Columbus, OH	David Gill	8	91	GMC Truck	Grand Am	40.9	6.0	1,086	1,388	2,698	4,086
Larry Faul Pontiac, Inc. Schaumburg, IL	Lawrence J. Faul	47	74	N.A.	Grand Am	50.3	3.4	568	1,242	2,174	3,416
Cochran Pontiac, Inc. Monroeville, PA	R. W. Cochran	25	330	GMC Truck, Isuzu	Grand Am	110.5	15.6	2,606	3,065	149	3,214

*Estimate

continued →

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PORSCHE											
Champion Porsche Pompano Beach, FL	John Lonergan	2	275	Audi	N.A.	N.A.	N.A.	N.A.	242	0	242
Max Dial Porsche Inglewood, CA	Max Dial	16	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	223	0	223
Porsche Exchange Highland Park, IL	Ernie Sermersky	N.A.	N.A.	Lotus	N.A.	N.A.	N.A.	N.A.	215	0	215
Rainbow Porsche North Miami, FL	Harry Bassett	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	185	0	185
Jim Ellis Atlanta Atlanta, GA	Jim Ellis	19	80	Audi, Lotus, Sterling	N.A.	N.A.	N.A.	N.A.	184	0	184
Lipshy Motors Dallas, TX	Bruce Lipshy	1	30	Alfa Romeo, Audi	911	N.A.	N.A.	N.A.	179	0	179
Deel Porsche Miami, FL	Dan O'Malley	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	175	0	175
Zipper Porsche Beverly Hills, CA	Sarah Gregory	17	24	N.A.	911	14.9	2.0	98	157	0	157
Brumos Atlanta, Inc. Atlanta, GA	Deborah Gregg	11	72	Audi	N.A.	N.A.	N.A.	N.A.	149	0	149
Jack Daniels Motors Fairlawn, NJ	John J. Daniels	18	50	Audi	944	23.4	5.3	264	128	0	128
RANGE ROVER											
Range Rover Land Passapequa, NY	Michael Lazarus	20	108	Volvo	N.A.	N.A.	N.A.	N.A.	209	0	209
Range Rover of Darien Darien, CT	Bill Steimetz	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	184	0	184
Terry York Motor Cars Encino, CA	Terry York	21	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	177	0	177
Hornburg Jaguar Los Angeles, CA	William Gaby	43	120	Jaguar	N.A.	N.A.	N.A.	N.A.	177	0	177
Prestige Motors Inc. Paramus, NJ	Joseph T. Dockery	21	100	Mercedes-Benz	N.A.	60.7	9.4	194	149	0	149
Newport Imports, Inc. Newport Beach, CA	Leland H. West	9	158	Jaguar, Ferrari, Aston Martin, Lotus	N.A.	67.0	12.4	232	140	0	140
Foreign Motors West Natick, MA	Thomas R. Mix	20	140	Mercedes-Benz, BMW, Peugeot, Rolls-Royce	N.A.	55.6	14.0	272	138	0	138
Paul Miller Inc. Parsippany, NJ	Paul T. Miller II	12	58	Porsche, Audi	N.A.	24.8	5.5	197	134	0	134
Zumbach Sports Cars New York, NY	Werner G. Maeden	17	75	Rolls-Royce, Saab, Alfa Romeo, Peugeot	N.A.	22.6	6.3	61	126	0	126
H.B.L., Inc. Vienna, VA	George Andreas	33	125	Mercedes-Benz, Audi, Porsche	N.A.	46.6	9.7	226	107	0	107
ROLLS-ROYCE											
Carriage House Motor Cars Ltd. New York, NY	Michael Schudroff	6	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	140*	0	140*
Gregg Motors Beverly Hills Beverly Hills, CA	Howard Schneider	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	130*	0	130*
Newport Auto Center Newport Beach, CA	Steve Bren	3	65	Porsche, Audi, Chevrolet	Spur	48.7	6.7	162	125	0	125
Terry York Motor Cars, Ltd. Encino, CA	Terry York	21	N.A.	Jaguar, Range Rover	N.A.	N.A.	N.A.	N.A.	70*	0	70*
Lauderdale Imports Ft. Lauderdale, FL	Larry K. Oden	4	15	N.A.	Spur	14.9	1.2	30	50	0	50
Braman Motorcars West Palm Beach, FL	Richard Hellawell	5	90	BMW, Sterling, Maserati	N.A.	N.A.	N.A.	N.A.	55*	0	55*
Rusnak/Pasadena Pasadena, CA	Paul Rusnak	29	N.A.	Porsche, Audi, Jaguar, Sterling	N.A.	N.A.	N.A.	N.A.	54*	0	54*
Braman Motors Inc. Miami, FL	Norman Braman	20	85	BMW	Spur	N.A.	N.A.	N.A.	35*	0	35*
Carriage House Motor Cars Greenwich, CT	Michael Schudroff	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	34*	0	34*
Whitehouse Imported Whitehouse Station, NJ	Richard Frye	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	33*	0	33*

*Estimate

continued →

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SAAB											
Zumbach Sportscars, Ltd. New York, NY	Werner G. Maeden	17	75	Range Rover, Alfa Romeo, Peugeot	9000	22.6	6.3	61	560	0	560
Ramsey Saab Ramsey, NJ	Raymond Van Duren	19	40	N.A.	9000	17.7	3.0	152	522	0	522
Lindquist Motors Culver City, CA	John Bergie	30	25	N.A.	900	N.A.	N.A.	N.A.	419	0	419
Saab of Westport Westport, CT	Jerry Smith	17	28	N.A.	900	N.A.	N.A.	N.A.	384	0	384
Clews & Str[illegible]bridge Inc. Frazer, PA	Harry B. Zimmerman	27	30	N.A.	900	13.5	1.7	184	300	0	300
Fields Saab Glenview, IL	John Fields	18	40	N.A.	9000	12.7	3.0	250	300	0	300
Wigwam, Inc. N. Providence, RI	William H. Gregsohn, Jr.	N.A.	33	N.A.	900	9.7	2.2	79	290	0	290
Charles River Saab Watertown, MA	Felix Bosshard	32	49	N.A.	900	11.9	5.0	162	273	0	273
Mitchell Saab Simsbury, CT	Walter Mitchell	30	65	Dodge, Subaru, Pontiac, VW	900	N.A.	N.A.	N.A.	251	0	251
Stohlman Saab Alexandria, VA	Edwin Stohlman	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	246	0	246
SUBARU											
Continental Motor Co. Anchorage, AK	Wayne Drumm	19	107	Mazda, Volvo	Loyale	33.0	4.0	859	1,130	287	1,417
Burt Subaru Englewood, CT	Lloyd G. Chavez	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,176	0	1,176
Shortline Subaru, Inc. Aurora, CO	Donald P. Hicks	2	52	Suzuki	Legacy	18.1	2.4	556	980	0	980
Long Subaru West Chicago, IL	James Long	5	44	Mitsubishi	Subaru XT	10.4	1.0	250	600	0	600
Norwood Subaru Norwood, MA	William DiCarlo	1	38	N.A.	Legacy Wagon	12.9	3.1	203	548	0	548
Brown's Subaru of Alexandria Alexandria, VA	Everett Hellmuth	15	95	Hyundai, Volvo	N.A.	N.A.	N.A.	N.A.	527	0	527
Tischer Subaru Silver Spring, MD	Petra Tischer	1	21	N.A.	Legacy Wagon	8.7	1.6	N.A.	517	0	517
Carter Subaru N. Seattle, WA	Wade Carter	14	64	N.A.	Legacy	20.7	3.4	1,113	513	0	513
Appleway Subaru Spokane, WA	John Pring	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	490	0	490
Stohlman Subaru Vienna, VA	Richard H. Stohlman Steve Harrison	20	89	Volkswagen	Legacy	25.0	5.8	258	478	0	478
TOYOTA											
Longo Toyota El Monte, CA	John Clark	4	346	N.A.	Camry	33.8	21.3	2,571	15,893	7,165	23,058
Kendall Toyota Miami, FL	Gerald F. Bean	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	8,300*	9,013*	17,313
Toyota of Hollywood Hollywood, FL	Craig M. Zinn	9	186	N.A.	Camry	117.9	9.7	3,927	5,238	1,150	6,388
Toyota of Orange Orange, CA	David Wilson	5	115	N.A.	Camry	104.8	8.4	1,521	3,860	2,326	6,186
Sterling McCall Toyota Houston, TX	Sterling B. McCall, Jr.	21	140	N.A.	Camry	86.0	7.5	1,295	2,536	2,819	5,355
Downey Toyota Downey, CA	Thomas C. Watts, Jr.	26	175	N.A.	Camry	93.1	8.7	2,000	4,937	0	4,937
Delray Toyota Delray Beach, FL	Ed Morris	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	4,744	0	4,744
Gateway Toyota Toms River, NJ	Kenneth L. Hagen	17	100	N.A.	Camry	75.6	4.3	909	4,086	407	4,493
Hudson Toyota, Inc. Jersey City, NJ	Sam C. DiFeo	20	102	N.A.	Camry	68.8	4.7	934	4,187	0	4,187
Toyota of Cerritos Cerritos, CA	Lewis M. Webb	14	140	N.A.	Camry	82.4	8.6	2,063	4,041	0	4,041

*Estimate

continued →

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VOLKSWAGEN											
Jim Ellis Volkswagen, Inc. Atlanta, GA	Jim Ellis	19	80	N.A.	Jetta	26.9	6.6	666	1,198	40	1,238
So. County Motors Huntington Beach, CA	Danny McKenna	7	65	Isuzu	Jetta	N.A.	N.A.	N.A.	1,112	0	1,112
Volkswagen Santa Monica, Inc. Santa Monica, CA	W. H. Sullivan Mike Sullivan	30	140	Lexus, Hyundai	Jetta	41.1	7.5	257	942	0	942
Gunther Volkswagen Fort Lauderdale, FL	Joseph Gunther	20	45	N.A.	Jetta	19.1	2.0	540	731	99	830
Douglas Motors Corp. Summit, NJ	Peter T. Liebman	25	62	Sterling	Jetta	20.2	4.4	77	765	59	824
The Annis Corp. Natick, MA	E. K. Annis	30	65	Audi, Porsche, Lotus, LaForza	Jetta	27.2	5.7	267	761	0	761
Stohlman Volkswagen Vienna, VA	Richard H. Stohlman	18	110	Subaru	N.A.	N.A.	N.A.	N.A.	729	0	729
Libon Motors Inc. Boston, MA	Bert Libon	26	41	N.A.	Jetta	11.6	3.3	209	705	0	705
Volkswagen of Downtown LA Los Angeles, CA	Nickolas Shammas	35	50	N.A.	Jetta	12.3	2.2	89	693	0	693
Queensboro Volkswagen, Inc. Woodside, NY	Eugene Weisberg	N.A.	N.A.	N.A.	Jetta	N.A.	N.A.	N.A.	643	0	643
VOLVO											
Volvoville, USA Massapequa, NY	Bryan Lazarus Michael Lazarus	26	105	N.A.	N.A.	N.A.	N.A.	N.A.	1,480*	0	1,480*
Dyer & Dyer Chamblee, GA	Richard S. Dyer	11	N.A.	Yugo	N.A.	N.A.	N.A.	N.A.	1,280*	0	1,280*
Warren Henry Volvo Miami, FL	Warren H. Zinn	14	118	N.A.	740	40.6	7.4	616	1,107	41	1,148
Deel Volvo Miami, FL	Dan O'Malley	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1,110*	0	1,110*
Point West Volvo Irving, TX	John Roberts Van Roberts	4	N.A.	N.A.	240	N.A.	N.A.	N.A.	1,096	0	1,096
San Diego Volvo San Diego, CA	W. Hinkle	14	96	N.A.	740	35.5	6.2	471	1,057	0	1,057
Martin Motor Sales New York, NY	Martin Schlanger	28	150	N.A.	N.A.	N.A.	N.A.	N.A.	910*	0	910*
Volvo of Lisle Lisle, IL	Guenter Korallus	28	86	N.A.	740	25.8	4.0	441	821	0	821
Kramer Motors Santa Monica, CA	Robert Kramer	39	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	795*	0	795*
Karp Volvo Inc. Rockville Center, NY	David A. Karp	33	42	N.A.	244	N.A.	N.A.	N.A.	746	0	746

*Estimate

NIADA state executive directors

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Arkansas: Arkansas IADA, P.O. Box 5071, Little Rock, AR 72225. (501) 372-7593. Bob Wimberley, executive vice president.

California: IADA of California, 1000 Q St., Sacramento, CA 95814-6518. (916) 441-6663. Carl Brakensiek, executive vice president.

Carolinas: Carolinas IADA, P.O. Box 18335, Charlotte, NC 28218. (704) 535-8554. Michael R. Linn, executive director.

Colorado: Colorado IADA, 3200 W. 2nd Ave., Denver, CO 80219. (303) 936-7456. George Konrad, executive director.

Florida: Florida IADA, 4162 Edgewater Dr., Orlando FL 32804. (407) 291-8447. Fred Hagan, executive vice president: Peggy Lara, executive assistant.

Georgia: Georgia IADA, 2175 Northlake Pkwy., Suite 128, Tucker, GA 30084. (404) 934-3919. Fax: (404)-496-1746. Bill Appel, executive director.

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Missouri: Missouri IADA, c/o South Central Auto Auction, 1403 Martin St., Cuba, MO 65453. (314) 885-4466. Wayne Morton, president.

Nebraska: Nebraska IADA, P.O. Box 29107, Lincoln, NE 68529. (402) 464-2089. Bernie Hart, executive director.

Nevada: IADA of Nevada, Pat Knight's Auto, 3555 Las Vegas Blvd. North, Las Vegas, NV 89115. (702) 643-8183. Pat Knight, secretary.

New Mexico: New Mexico IADA, P.O. Box 53490, Albuquerque, NM 87153-3490. (502) 243-2206. Sherman Gibson, executive director; Charles Simon, president (502) 265-3431.

Northland: Northland IADA, P.O. Box 368, Buffalo, MN 55313. (612) 682-5161. Gary Johnson, executive director.

Ohio: Automobile Dealers Alliance of Ohio Inc., 382 Jackson St., Columbus, OH 43206-1356. (614) 224-2326. Richard E. Lightner, executive vice president. Lizabeth A. Blair, Membership svcs. director.

Oklahoma: Oklahoma IADA, P.O. Box 6905, Moore, OK 73153. (405) 232-2947. Odell & Rose Morgan, executive directors.

Oregon: Oregon IADA, 2542 19th St. S.E., Salem, OR 97302. (503) 362-6839. Wanda Wahus, executive director.

Texas: Texas IADA, 1440 W. Mockingbird Ln., Suite 130, Dallas, TX 75247. (214) 637-0534. Walt Warner, executive vice president.

Utah: Utah IADA, 6909 S. State, Suite No. 2, Midvale, UT 84047. (801) 566-3802. Wayne Jones, executive director.

Virginia/West Virginia: Virginia IADA, No. 7 The Koger Executive Center, Suite 215, Norfolk, VA 23502. (804) 461-1038. David Boling, executive director.

Washington: Washington State IADA, P.O. Box 69440, Seattle, WA 98168. (206) 431-8111. Frank Granat Jr., executive director. ■

DEALERS

1989 RETAIL LEADERS

Rank	Franchise	Location	1989 Retail New Units
1	Longo Toyota	El Monte, CA	15,893
2	Ricart Ford, Inc.	Columbus, OH	11,344
3	Kendall Toyota	Miami, FL	8,300
4	Frontier Ford	Santa Clara, CA	6,908
5	Gardena Honda	Gardena, CA	6,071
6	Varsity Ford	Ann Arbor, MI	5,834
7	Jordan Motors, Inc. (Ford)	Mishawaka, IN	5,639
8	Dave Sinclair Ford	St. Louis, MO	5,468
9	Celozzi-Ettleson Chevrolet	Elmhurst, IL	5,282
10	Toyota of Hollywood	Hollywood, FL	5,238
11	Orange Buick	Orlando, FL	5,060
12	Lawrence Marshall Chevrolet	Hempstead, TX	4,985
13	Downey Toyota	Downey, CA	4,937
14	Delray Toyota	Delray Beach, FL	4,744
15	Rice & Holman Ford	Mt. Laurel, NJ	4,592
16	Wilkins Buick, Inc.	Glen Burnie, MD	4,473
17	Arrow Chevrolet	Midlothian, IL	4,448
18	Fox Chevrolet	Baltimore, MD	4,391
19	Nissan of Downey	Downey, CA	4,379
20	Don Kott Ford	Carson, CA	4,309
21	Pat Milliken Ford, Inc.	Redford, MI	4,252
22	Hudson Toyota	Jersey City, NJ	4,187
23	Sam Galloway Ford, Inc.	Ft. Meyers, FL	4,112
24	Koons Ford, Inc.	Falls Church, VA	4,091
25	Gateway Toyota	Toms River, NJ	4,086

1989 TOPS IN NEW UNIT SALES

Rank	Franchise	Location	Total 1989 New Units
1	Jordan Motors, Inc. (Ford)	Mishawaka, IN	47,652
2	Ed Morse Chevrolet	Laudehill, FL	37,489
3	Longo Toyota	El Monte, CA	23,058
4	Libertyville Lincoln-Mercury	Libertyville, IL	21,014
5	McInerney Ford	Orlando, FL	20,985
6	Luke Potter Dodge, Inc.	Winter Park, FL	20,272
7	Prospect Motors, Inc.(Chevrolet)	Jackson, CA	18,319
8	Al Piemonte Ford	Melrose, IL	18,009
9	Kendall Toyota	Miami, FL	17,313
10	Santa Monica Ford	Santa Monica, CA	15,333
11	Stephen Pontiac, Inc.	Bristol, CT	15,030
12	J.M. Pontiac	Hollywood, FL	14,072
13	Precision Dodge	Winter Haven, FL	12,704
14	Prospect Motors (Pontiac)	Jackson, CA	12,620
15	Highland Park Ford	Highland Park, IL	12,425
16	Pacifico Ford, Inc.	Philadelphia, PA	12,389
17	Tate Dodge, Inc.	Glen Burnie, MD	12,125
18	Delorme Chevrolet, Inc.	Alhambra, CA	12,058
19	Fairway Ford	Latrobe, PA	12,050
20	Rice & Holman Ford	Mt. Laurel, NJ	11,679
21	Z Frank Chevrolet	Chicago, IL	11,430
22	Ricart Ford, Inc.	Columbus, OH	11,344
23	Jim Lupient Oldsmobile	Minneapolis, MN	11,285
24	S & C Ford	San Francisco, CA	11,160
25	Dale Oldsmobile	Bronx, NY	10,900

1989 TOPS IN DOLLAR SALES

Rank	Franchise	Location	1989 Sales (in Millions $)
1	Jordan Motors, Inc. (Ford)	Mishawaka, IN	$560.5
2	Prospect Motors, Inc. (GM)	Jackson, CA	$470.6
3	Luke Potter Dodge, Inc.	Winter Park, FL	$411.8
4	Ed Morse Chevrolet	Laudehill, FL	$403.5
5	Longo Toyota	El Monte, CA	$338.0
6	Libertyville Lincoln-Mercury	Libertyville, IL	$330.2
7	Bayview Cadillac	Fort Lauderdale, FL	$271.4
8	Polkowitz Motors (Cadillac, Buick)	Perth Amboy, NJ	$245.3
9	McInerney Ford	Orlando, FL	$244.8
10	Stephen Pontiac, Inc.	Bristol, CT	$233.7
11	Rice & Holman Ford	Mt. Laurel, NJ	$226.6
12	Al Piemonte Ford	Melrose Park, IL	$223.5
13	Ricart Ford, Inc.	Columbus, OH	$216.4
14	J.M. Pontiac	Hollywood, FL	$173.6
15	Pacifico Ford, Inc.	Philadelphia, PA	$164.9
16	Friendly Chevrolet	Dallas, TX	$133.9
17	Penske Cadillac	Downey, CA	$128.7
18	Bast Chevrolet	Seaford, NY	$128.2
19	Delorme Chevrolet, Inc.	Inglewood, CA	$127.9
20	Frontier Ford	Santa Clara, CA	$119.9
21	Toyota of Hollywood	Hollywood, FL	$117.9
22	Lawrence Marshall Chev-Olds	Hempstead, TX	$117.3
23	Cochran Pontiac, Inc.	Monroeville, PA	$110.5
24	Celozzi-Ettleson Chevrolet	Elmhurst, IL	$109.7
25	Browning Oldsmobile-Mitsubishi	Cerritos, CA	$107.4

1989 FLEET LEADERS

Rank	Franchise	Location	1989 Fleet New Units
1	Jordan Motors, Inc. (Ford)	Mishawaka, IN	42,013
2	Ed Morse Chevrolet	Laudehill, FL	34,769
3	McInerney Ford	Orlando, FL	19,640
4	Luke Potter Dodge, Inc.	Winter Park, FL	19,377
5	Libertyville Lincoln-Mercury	Libertyville, IL	19,345
6	Prospect Motors, Inc. (Chevy)	Jackson, CA	18,044
7	Al Piemonte Ford	Melrose, IL	15,621
8	Stephen Pontiac, Inc.	Bristol, CT	14,637
9	Santa Monica Ford	Santa Monica, CA	14,027
10	Prospect Motors (Pontiac)	Jackson, CA	12,582
11	J.M. Pontiac	Hollywood, FL	11,665
12	Fairway Ford	Latrobe, PA	11,650
13	Delorme Chevrolet, Inc.	Alhambra, CA	11,453
14	Highland Park Ford	Highland Park, IL	11,450
15	Precision Dodge	Winter Haven, FL	11,274
16	Tate Dodge, Inc.	Glen Burnie, MD	10,750
17	Pacifico Ford, Inc.	Philadelphia, PA	10,402
18	S & C Ford	San Francisco, CA	10,050
19	Dale Oldsmobile	Bronx, NY	9,550
20	Jim Lupient Oldsmobile	Minneapolis, MN	9,135
21	Kendall Toyota	Miami, FL	9,013
22	Bob Brest Chevrolet	Lynn, MA	8,890
23	Z Frank Chevrolet	Chicago, IL	8,690
24	Freeway Dodge, Inc.	Bloomington, MN	8,294
25	Lutz Ford	Palo Alto, CA	8,275

PARTS & SERVICE LEADERS

Rank	Franchise	Location	1989 Parts & Service Vol (in Millions $)
1	Lustine Chevrolet, Inc.	Hyattsville, MD	$39.4
2	Friendly Chevrolet	Dallas, TX	$26.8
3	Longo Toyota	El Monte, CA	$21.3
4	Cochran Pontiac, Inc.	Monroeville, PA	$15.6
5	Palm Beach Lincoln-Mercury	West Palm Beach, FL	$15.6
6	Brown & Brown Chevrolet	Mesa, AZ	$15.5
7	Sam White Oldsmobile	Houston, AZ	$15.0
8	Miami Lincoln-Mecury	Miami, FL	$14.9
9	Rice & Holman Ford	Mt. Laurel, NJ	$14.3
10	Foreign Motors West, Inc.	Natick, MA	$14.0
11	Penske Cadillac	Downey, CA	$13.9
12	Westway Ford	Irving, TX	$13.4
13	Browning Oldsmobile	Cerritos, CA	$12.6
14	Hornburg Jaguar, Inc.	Los Angeles, CA	$12.4
15	Newport Imports, Inc.	Newport Beach, CA	$12.4
16	Smythe European	San Jose, CA	$12.3
17	Celozzi-Ettleson Chevrolet	Elmhurst, IL	$12.2
18	Euro Motorcars Bethesda	Bethesda, MD	$12.1
19	Koons Ford, Inc.	Falls Church, VA	$12.1
20	Frank Parra Chevrolet, Inc.	Irving, TX	$11.7
21	Biddulph Oldsmobile, Inc.	Glendale, AZ	$11.7
22	Drew Ford	La Mesa, CA	$11.6
23	Hempstead Auto Co., Inc.	Hempstead, NY	$11.4
24	Carlisle Lincoln-Mercury	Clearwater, FL	$11.4
25	American Service Center Assc.	Arlington, VA	$11.4

1989 TOPS IN USED CARS

Rank	Franchise	Location	1989 Retail Used Units
1	Ricart Ford	Columbus, OH	7,837
2	Toyota of Hollywood	Hollywood, FL	3,927
3	J.M. Pontiac	Hollywood, FL	3,657
4	Jake Sweeney Chevrolet-Imports	Cincinnati, OH	2,714
5	Al Serra Chevrolet, Inc.	Grand Blanc, MI	2,621
6	Cochran Pontiac, Inc.	Monroeville, PA	2,606
7	Longo Toyota	El Monte, CA	2,571
8	Dave Sinclair Ford	St. Louis, MO	2,360
9	Arrow Chevrolet	Midlothian, IL	2,230
10	Biddulph Oldsmobile, Inc.	Glendale, AZ	2,217
11	Celozzi-Ettleson Chevrolet	Elmhurst, IL	2,183
12	Steve Moore Chevrolet, Inc.	Green Acres City, FL	2,104
13	Wally McCarthy's Oldsmobile	Minneapolis, MN	2,083
14	Sam Galloway Ford, Inc.	Ft. Meyers, FL	2,065
15	Toyota of Cerritos	Cerritos, CA	2,063
16	Downey Toyota	Downey, CA	2,000
17	Frank Parra Chevrolet	Irving, TX	1,974
18	Ed Mullinax Ford, Inc.	Amherst, OH	1,891
19	Varsity Ford	Ann Arbor, MI	1,889
20	Mossy Nissan	National City, CA	1,872
21	Pine Belt Chevrolet	Lakewood, NJ	1,832
22	Stephen Pontiac-Cadillac, Inc.	Bristol, CT	1,740
23	North Park Lincoln-Mercury	San Antonio, TX	1,640
24	Frontier Ford	Santa Clara, CA	1,609
25	Sam White Oldsmobile Co.	Houston, TX	1,591

DEALERS

New-car franchises in the United States

	Jan 1 1990	Jan 1 1989
United States	**39,551**	**40,303**
Chrysler Motors	11,019	11,009
Chrysler	3,093	3,118
Dodge	3,014	3,038
Eagle	1,521	1,445
Plymouth	3,069	3,095
TC Maserati	322	313
Ford Motor Co	8,929	9,678
Ford	4,527	4,561
Lincoln	1,647	1,648
Mercury	2,755	2,765
Merkur	0	704
General Motors	19,603	19,616
Buick	2,945	2,945
Cadillac	1,615	1,605
Chevrolet	4,850	4,885
Geo	4,083	4,056
Oldsmobile	3,135	3,150
Pontiac	2,975	2,975
Japan	**6,788**	**6,293**
Daihatsu	235	201
Honda Motor	1,259	1,223
Acura	303	285
Honda	956	938
Isuzu	572	572
Mazda	850	843
Mitsubishi	415	250
Nissan Motor	1,169	1,110
Infiniti	58	0
Nissan	1,111	1,110
Subaru	752	795
Suzuki	288	186
Toyota Motor	1,248	1,113
Lexus	88	0
Toyota	1,160	1,113
West Germany	**2,236**	**2,352**
BMW	394	413
Mercedes-Benz	414	422
Porsche	278	300
Volkswagen AG	1,150	1,217
Audi	356	386
Volkswagen	794	831
Sweden	**772**	**784**
Saab	361	372
Volvo	411	412
United Kingdom	**450**	**457**
Aston Martin	14	15
Jaguar	139	142
Lotus	71	71
Rolls-Royce Bentley	53	56
Sterling	173	173
South Korea	**323**	**278**
Hyundai	323	278
Italy	**231**	**414**
Alfa Romeo	132	146
Bertone	0	150
Ferrari	40	40
Lamborghini	13	13
Maserati	46	65
France	**196**	**241**
Peugeot	196	241
Yugoslavia	**185**	**263**
Yugo	185	263
Miscellaneous	**15**	**15**
Total	**50,747**	**51,400**

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Car dealerships in U.S.

(Adjusted for duals)

	Jan 1 1990	Jan 1 1989*
Chrysler Motors	5,295	5,296
Ford Motor Co.	5,389	5,427
General Motors	9,250	9,450
Total Big 3**	**19,379**	**19,593**
Import exclusives	4,014	4,201
Import-only duals	1,183	1,119
Total new-car dealerships	**24,576**	**24,913**

* — Revised

** — Adjusted for intercorp duals

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U.S. new-car outlets

Domestic and Import

	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan 1, 1958	39,108	0.1
Jan 1, 1959	37,558	4.0
Jan 1, 1960	36,336	3.3
Jan 1, 1961	34,803	4.2
Jan 1, 1962	33,461	3.9
Jan 1, 1963	33,308	0.4
Jan 1, 1964	33,291	0.1
Jan 1, 1965	33,360	0.2
Jan 1, 1966	33,114	0.7
Jan 1, 1967	31,584	4.6
Jan 1, 1968	31,101	1.5
Jan 1, 1969	31,076	0.1
Jan 1, 1970	30,842	0.8
Jan 1, 1971	30,314	1.8
Jan 1, 1972	30,150	0.5
Jan 1, 1973	30,094	0.2
Jan 1, 1974	29,998	0.3
Jan 1, 1975	29,701	1.0
Jan 1, 1976	29,309	1.3
Jan 1, 1977	28,744	1.9
Jan 1, 1978	28,656	0.3
Jan 1, 1979	28,512	0.5
Jan 1, 1980	27,891	2.2
Jan 1, 1981	26,333	5.6
Jan 1, 1982	25,703	2.4
Jan 1, 1983	24,729	3.8
Jan 1, 1984	24,721	0.0
Jan 1, 1985	24,724	0.0
Jan 1, 1986	24,823	0.4
Jan 1, 1987	25,156	1.3
Jan 1, 1988	24,938	0.9
Jan 1, 1989	24,913	0.1
Jan 1, 1990	24,576	1.4

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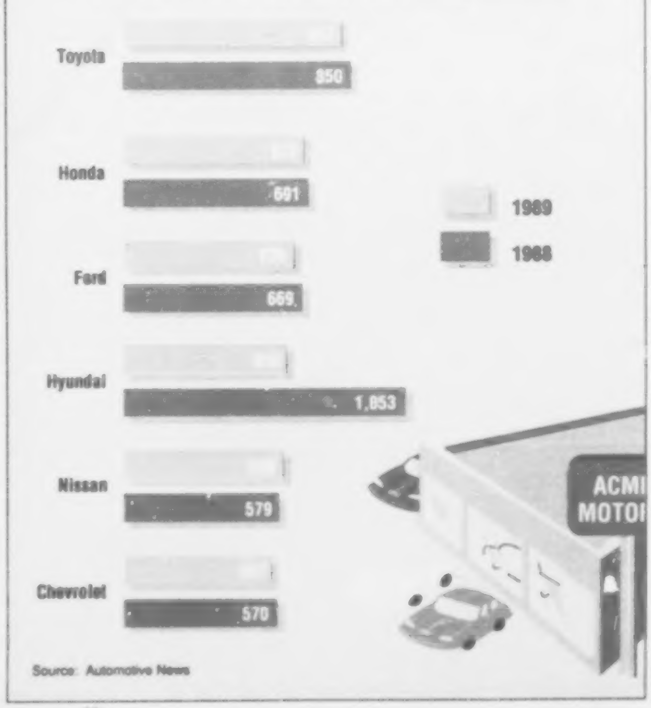
Vehicle sales per outlet

The six franchises with the best average car-truck sales per dealer in 1989. Totals include sales of captive imports and transplant models.



Source: Automotive News

Average dealership profile for five years — 1985 - 1989

	1985	1986	1987	1988	1989*	% Change 1988-'89
Total Dealership Sales	10,177,270	10,821,114	11,198,762	12,124,589	12,293,051	1.4
Total Dealership Gross	1,454,332	1,535,516	1,696,613	1,825,963	1,764,053	– 3.4
As % of Total Sales	14.29	14.19	15.15	15.06	14.35	
Total Dealership Expense	1,230,432	1,301,780	1,486,876	1,618,633	1,641,122	1.4
As % of Total Sales	12.09	12.03	13.27	13.35	13.35	
Net Profit Before Taxes	223,900	233,736	210,537	207,330	122,931	–40.7
As % of Total Sales	2.20	2.16	1.88	1.71	1.00	
(Net Pre-tax Profit in Constant '82 Dollars)	200,802	205,799	178,845	169,124	95,668	–43.4
New Vehicle Dept. Sales	6,869,657	7,283,510	7,133,612	7,526,366	7,646,277	0.3
As % of Total Sales	67.50	67.80	63.70	62.90	63.20	
Used Vehicle Dept. Sales	1,994,745	2,153,402	2,486,125	2,754,406	2,851,988	3.2
As % of Total Sales	19.60	19.90	22.20	22.80	23.20	
Service and Parts Sales	1,312,858	1,385,103	1,579,026	1,733,816	1,794,785	3.5
As % of Total Sales	12.90	12.80	14.10	14.30	14.60	
New Vehicles Average Selling Price	11,925	12,950	13,450	14,100	15,100	7.1
Average Net Worth (As of 12/31)	634,098	620,833	743,610	760,162	704,069	– 7.4
Net Profit as % of Net Worth	35.31	37.65	28.31	27.27	17.46	

SOURCE: NADA Industry Analysis Division

*1989 figures are estimated.

Average new vehicle advertising by dealers — 20 years

Calendar year	Average $ spent per vehicle sold	Calendar year	Average $ spent per vehicle sold
1970	$43	1980	$104
1971	46	1981	127
1972	50	1982	137
1973	50	1983	139
1974	60	1984	151
1975	58	1985	183
1976	67	1986	200
1977	66	1987	245
1978	71	1988	261
1979	79	1989	261

Local advertising by U.S. car dealers in '89

Media used	Average $ spent by all dealers
Newspapers	$ 85,205
Radio	25,969
TV	22,742
Direct mail	9,527
Displays, demonstrations	5,225
Other	3,995
Total	$153,663

SOURCE: NADA Industry Analysis Division

Car-truck sales per outlet

Final 1989	1989	1988
1 Toyota	817	850
2 Honda	677	691
3 Ford	639	669
4 Hyundai	610	1,053
5 Nissan	596	579
6 Chevrolet	551	570
7 Acura	483	510
8 Mitsubishi	453	571
9 Mazda	404	427
10 Dodge	329	354
11 Volvo	249	238
12 Pontiac	229	262
13 Isuzu	209	206
14 Oldsmobile	192	227
15 Lexus	185	—
16 Buick	184	198
17 Mercedes	181	198
18 Mercury	181	197
19 Subaru	179	195
20 Jeep	167	178
21 Cadillac	166	166
22 Volkswagen	164	162
23 BMW	161	176
24 Plymouth	159	172
25 GMC	148	147
26 Jaguar	135	144
27 Suzuki	127	241
28 Lincoln	122	117
29 Saab	86	104
30 Chrysler	72	90
31 Range Rover	72	57
32 Daihatsu	71	67
33 Audi	57	58
34 Yugo	47	107
35 Eagle	47	48
36 Sterling	34	50
37 Porsche	33	51
38 Infiniti	30	—
39 Peugeot	28	26
40 Rolls Bentley	22	21
41 Alfa Romeo	21	31
42 Maserati	5	11

Totals include sales of captive imports and transplant models.

New-truck franchises in the United States

The number of new truck dealer outlets in the U.S. increased by 9,778, bringing the Jan. 1, 1990 truck dealer population to 40,160. Nineteen makers increased their dealer totals; seven showed declines; two remained unchanged; three new makers entered the truck market. Makers of vans and sport utility vehicles are included in the census.

Figures were collected from manufacturers.

	Truck Retail Outlets as of Jan. 1, 1990	Truck Sales Per Outlet, 1989	Truck Outlets as of Jan. 1, 1989*	Truck Sales Per Outlet, 1988*
Chevrolet	4,850	273	4,885	277
Chevrolet Geo**	4,083	3	4,056	2
Chrysler***	3,093	1	—	—
Dodge	3,055	180	3,038	188
Ford	4,630	315	4,561	334
Freightliner	176	133	210	115
GMC	2,456	153	2,400	161
Hino	105	20	91	23
Isuzu	572	181	572	158
Isuzu (commercial)	206	41	216	31
Iveco	182	13	165	17
Jeep	1,531	163	1,453	174
Kenworth	145	125	135	127
Mack	201	116	198	135
Mazda	850	92	843	111
Mercedes-Benz	169	12	178	17
Mitsubishi	415	93	250	174
Mitsubishi-Fuso	133	25	103	29
Navistar	896	87	747	114
Nissan	1,111	138	1,110	153
Nissan Diesel	157	15	150	14
Oldsmobile†	3,135	1	—	—
Peterbilt	120	143	114	147
Plymouth††	3,069	61	3,095	62
Pontiac†††	2,975	1	—	—
Range Rover	70	69	63	54
Scania	19	6	19	9
Suzuki	288	84	300	190
Toyota	1,160	191	1,113	222
Western Star	114	12	110	13
Volvo GM•	194	95	207	90
Totals	**40,160**		**30,382**	
Adjustments for multiple franchising	14,123		6,958	
Net totals	**26,037**		**23,424**	

Note: Retail outlets include dealerships, distributorships and factory-owned outlets.

*Revised

**Chevrolet Geo trucks are Tracker sport utility vehicles

***Chrysler trucks are Town and Country vans

•Volvo GM dealers sell WhiteGMC and Volvo heavy trucks

†Oldsmobile trucks are Silhouette vans

††Plymouth trucks are Voyager vans

†††Pontiac trucks are Trans Sport vans

DIRECTORIES

Automotive News World Outlook (Generated by Data Resources Inc.)

(In Hundreds of Thousands)

	1989	1990	1991	1992	1993	1994	1995
New car registrations							
Total Western Europe•	13,424	13,353	13,250	13,452	13,649	14,140	14,480
Germany	2,832	2,946	3,009	2,951	2,917	2,987	3,025
France	2,274	2,367	2,283	2,315	2,379	2,449	2,446
United Kingdom	2,301	2,072	2,089	2,193	2,216	2,270	2,310
Italy	2,362	2,339	2,161	2,192	2,174	2,292	2,325
Total U.S.	9,867	9,777	9,768	9,653	9,729	10,022	10,223
Asia-Pacific••	1,926	2,121	2,274	2,422	2,580	2,800	2,954
Japan	4,404	4,540	4,581	4,636	4,756	4,903	5,002
Total Africa-Mid East	1,289	1,373	1,491	1,574	1,614	1,698	1,753
Total Latin America†	1,213	984	1,032	1,135	1,249	1,301	1,351
Total Eastern Bloc	2,276	2,316	2,379	2,429	2,454	2,595	2,945
Car production							
Total Western Europe•	13,749	13,597	13,467	13,670	13,957	14,454	14,843
Germany	4,564	4,538	4,556	4,594	4,642	4,703	4,762
France	3,409	3,360	3,308	3,345	3,394	3,521	3,623
United Kingdom	1,299	1,282	1,326	1,399	1,502	1,583	1,675
Italy	2,015	2,020	1,882	1,864	1,836	1,922	1,962
Total North American	7,835	7,759	7,587	7,510	7,531	7,935	7,948
Asia-Pacific••	1,306	1,599	1,925	2,199	2,402	2,614	2,758
Japan	9,052	8,902	8,924	8,967	8,967	9,099	9,283
Total Latin America†	1,282	1,047	1,112	1,234	1,368	1,429	1,503
Mexico	439	490	514	531	552	565	585
New truck registrations							
Western Europe•••††	1,801	1,798	1,807	1,865	1,905	1,942	1,985
U.S.	5,211	4,900	4,900	5,000	5,100	5,300	5,500
Truck production							
Western Europe•••	1,793	1,738	1,737	1,779	1,818	1,837	1,874
North America	5,224	4,700	4,600	4,800	4,900	5,200	5,400

•Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal

••Includes Taiwan, South Korea, Peninsular Malaysia and India but excludes Japan, which is listed separately

•••Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands, Belgium, Denmark, Switzerland, Norway, Finland, Portugal and Austria

†Latin America includes Mexico, Brazil and Argentina

††Western Europe truck registrations and production numbers include trucks over six tons

May 1990

DAIHATSU MOTOR CO. LTD., 1-1 Daihatsu-cho, Ikeda-shi, Osaka, Japan 563. Phone: (81) 0727 51 8811. Fax: (81) 0727 53 6880. Telex: 0-5322-224 Daihatsu Ikedaosaka.

Products: Passenger cars, vans, buses, trucks; electric vehicles and industrial engines.

DAIMLER-BENZ AG, D-7000 Stuttgart 60, Postfach H 60 020?, West Germany. Phone: (49) 711 17-0. Telex: 723 901 DBU D.

Products: Mercedes-Benz cars, commercial vehicles vans, trucks, buses, fire brigade and municipal service vehicles. Unimog MB-trac engines and assemblies.

DELTA MOTOR CORP., (formerly GM South African) P.O. Box 1137, Port Elizabeth 6000, South Africa. Phone: (27) 41 403-9111. Telex: 242386SA.

Products: Opel automobiles.

DENNIS SPECIALIST VEHICLES, Woodbridge Works, Guildford, Surrey GU2 5XP, England. Phone: (44) 483 571271. Telex: 859563. Fax: (0483) 301697.

Products: Bus, coach and fire fighting chassis.

DE TOMASO MODENA S.P.A., V. le Virgilio 9, ang. Via Emilia Ovest 1250, Modena, Italy 41100. Phone: (39) 059 518102 (after Sept., 1990: 059 848102.) Telex: 510619 Detoma I. Fax: 59 51802.

Products: Grand touring cars, parts.

DONG-A MOTOR CO. LTD. (includes Keohwa) — See SSANGYONG MOTOR CO.

DONKERVOORT, Nieuw Loosdrechtsedijk 205a, 1231 KT Nieuw Loosdrecht, Netherlands. Phone: (31) 02158-1990. Fax: (31) 02158-4585.

Products: Donkervoort S8A, Donkervoort S8AT (Kat) automobiles.

DUTTON CARS LTD., 53 Broadwater St. W., Worthing, Sussex BN14 9BY, England. Phone: (44) 903 213421. Fax: (44) 903 823178.

Products: Dutton cars.

EL NASR AUTOMOTIVE MFG. CO., Wadi-Hof, Helwan, Cairo, Egypt. Phone: (20) 688754/688875, 689901. Telex: 11753 ZAHRA HELWAN. Fax: (20) 695612 CAIRO.

Products: Passenger cars, trucks, buses, tractors, diesel and gasoline engines.

ENASA S.A., Av. Aragon 402, 28022 Madrid, Spain. Phone: (34) 1 747 5555.

Products: Pegaso trucks, buses.

ERF LTD., Sun Works, Sandbach, Cheshire CW11 9DN, England. Phone: (44) 0270-763223. Fax: (44) 0270-766068.

Products: ERF trucks.

FABRYKA SAMOCHODOW MALOTITRAZOWYCH (FSM), ul. Sarni Stok 93, 43-300 Bielsko-Biala, Poland. Phone: 214-80. Telex: 035526.

Products: Passenger cars, Polski Fiat 126 FL and Fiat 126 BIS.

FABRYKA SAMOCHODOW OSO-BOWYCH (FSO), 03-215 Warszawa, ul. Stalingradzka 50, Warszawa (Warsaw), Poland. Phone: 11-21-71. Fax: 11-49-69.

Products: Automobiles: FSO-1.5, FSO-1.3, POLONEZ-1.5, POLONEZ-1.6, FSO-combi, FSO-ambulance, FSO-pickup, POLONEZ-truck.

FARUS LTDA., INDUSTRIA DE VEICULOS ESPORTIVOS, Rua Camilo Flamarion 311, 32000 Contagem, Minas Gerais, Brazil.

Products: Automobiles.

FASA-RENAULT, Av. de Burgos, No. 89, Madrid 28050, Spain. Phone: (34) 1 766 19 00. Telex: 27 556.

Products: Renault cars, light trucks, engines, transaxles and components.

FERRARI S.P.A., P.O. Box 589, 41100 Modena, Italy. Phone: (39) 536 94 1161.

Products: GT and sports cars.

FIAT AUTO S.P.A., Corso Agnelli 200, 10135 Turin, Italy. Phone: (39) 11 3333 1.

Products: Fiat, Autobianchi, Lancia, Alfa Romeo, Innocenti passenger cars.

FIAT AUTOMOVEIS S.A., Rodovia Fernao Dias, km 429, Betim, Minas Gerais, 32500 Brazil. Phone: (031) 529 2111. Telex: (031) 1019.

Products: Fiat passenger cars for domestic and export markets.

FIRST AUTOMOBILE WORKS, THE, 63 Dongfeng St., Changchun, Jilin, 13011, China. Phone: 0431-54711. Telex: 83009 JFFAW CN. Fax: 0431-867780.

Products: Jiefang CA 141 five-ton trucks, Hongqi CA 770 D Luxury car, assembly of Audi 100, and minibus.

Subsidiary: Jiefang Automotive Industry Import & Export Corp., 39-1 Dongfeng St., Changchun, Jilin, 13011, China. Phone: 431-54909. Telex: 83009 JFFAW CN. Fax: 0431-867780.

FODEN TRUCKS, Elworth Works, Sandbach, Cheshire CW11 9HZ, England. Phone: (44) 01270 763244. Telex: 36553.

Products: Foden heavy trucks.

FORD BRASIL S.A. — See AUTOLATINA COMERICO, NEGOCIOS E PARTICIPACAO LTDA.

FORD ESPANA S.A., Paseo de la Castellana 135, 8 Planta, Madrid, Spain 28046. Phone: (34) 1 571 14 44. Telex: Spain 42352.

Products: Ford cars.

FORD IVECO — See IVECO

FORD LIO HO MOTOR CO. LTD. (Taiwan), P.O. Box 12, Chung Li, Taiwan 320, China. Phone: (886) 34 553131. Telex: 35167.

Products: Ford cars and trucks.

FORD LUSITANA S.A. (Portugal), Apartado 2248, R. Rosa Araujo 2-4, Lisbon 1200, Portugal. Phone: (351) 1 53 91 41. Telex: Portugal 122 18. Fax: (351) 5541041.

Products: Import and distribution of Ford vehicles and assembly of Transit van and Sierra pickup.

FORD MOTOR ARGENTINA S.A. — See AUTOLATINA ARGENTINA S.A.

FORD MOTOR CO. LTD. FORD OF EUROPE INC., Eagle Way, Brentwood, Essex, CM13 3BW, England. Phone: (44) 277 253000. Telex: United Kingdom 995311.

Products: Ford cars and light vans.

FORD MOTOR CO. (JAPAN) LTD., 3-5-1, Toranomon, Minato-ku, Tokyo, Japan 105.

Products: Full-line marketer ofsmall cars to large cars, from domestic and import offerings. Importer in Japan of Ford cars, exporter to Australia and New Zealand of Mazda automobiles. Models: Laser, Telstar.

FORD MOTOR CO. OF AUSTRALIA LTD., Private Mail Bag 6, Campbellfield, Victoria 3061, Australia. Phone: (61) 3 359-8211. Fax: (61) 3 357-1824.

Products: Assembly of Fordcars, pickups, vans, medium and heavy trucks. Imports 4x4 and light commercial vehicles.

FORD MOTOR CO. OF NEW ZEALAND LTD., Private Mail Bag Auckland, Auckland, New Zealand. Phone: (64) 9 277-8556.

Products: Ford vehicle assembly.

FORD MOTOR CO. S.A. DE C.V. (Mexico), Paseo de la Reforma No. 333, Col. Cuauhtemoc, Mexico D.F. 06500. Phone: (52) 2 11 00 49. Telex: 1774210/1776370.

Products: Ford cars and trucks.

FORD MOTOR DE VENEZUELA S.A., Av. Henry Ford, Zona Industrial Sur Valencia-Edo., Carabobo, Venezuela. Phone: (58) 041-30111. Telex: 45463.

Products: Ford cars and trucks.

FORD-WERKE AG, Henry-Ford Strasse 1, D-5000 Cologne 60, West Germany. Phone: 00 (49) 221 7513. Telex: Germany 888 3225.

Products: Ford passenger cars.

FREIGHT ROVER LTD. — See LEYLAND-DAF LTD.

FUJI HEAVY INDUSTRIES LTD., Subaru Bldg., 1-7-2, Nishi-Shinjuku, Shinjuku-ku, Tokyo 160, Japan. Phone: (03) 347-2111. Telex: 0-232-2268 FUJI J.

Products: Subaru automobiles, industrial engines and machinery, rolling stock and specialty vehicles, buses and aircraft.

GAC IRELAND LTD., Shannon Industrial Estate, County Clare, Ireland. Phone: (353) 61-61522. Telex: 24048.

Products: Monocoque buses.

GARAGEM VICTORIA AUTOMOVEIS LDA., Rue Nova de S. Mamede, 7-20 D10, Lisbon, 1200, Portugal. Phone: (1) 658131 6. Telex 13371 GARVIT P.

Products: Importer of Maserati, Innocenti, Daihatsu cars and dealer for SEAT cars.

GAZ (Gorkovski Avtomobilny Zavod), Lenin Ave., Gorky, U.S.S.R. 603004. Phone: (7) 564206. Telex: 412521 VOLGASU.

Products: Cars: Volga, GAZ 24-10, 3102; trucks: GAZ-3307, GAZ-66 4x4.

GENERAL MOTORS CHILE S.A., INDUSTRIA AUTOMOTRIZ, Camino A Melipilla 9769 - Maipu Santiago, Chile, P.O. Box 14370. Phone: (56) 2 557-4673. Telex: 40711 GENMOCH. Fax: (56) 2 557-4448.

Products: Vehicle assembly and imports.

GENERAL MOTORS CONTINENTAL, Noorderlaan 75, Postbus 9, B-2030 Antwerp, Belgium. Phone: (32) 3 543 5111.

Products: Assembly of Opel and Vauxhall vehicles, manufactures components and imports GM products.

GENERAL MOTORS DE MEXICO, S.A. DE C.V., Lago Victoria 74, 7 PISO, Col. Granada, Mexico, D.F. 11420. Phone: (905) 254 3777. Telex: 1763185. Fax: (905) 250-8682.

Products: Assembly of passenger cars, commercial vehicles; V-6, V-8, L-4 and L-6 engines.

GENERAL MOTORS DE PORTUGAL LTDA., Rua Professor Reinaldo dos Santos, 3-A, Lisbon, Portugal 1500. Phone: (351) 1-782537. Telex: 12599. Fax: (351) 1-785747.

Products: Assembly of vehicles: Opel passenger cars and Isuzu badged Bedford light and commercial trucks.

GENERAL MOTORS DE VENEZUELA C.A., Ave. General Motors, Zona Industrial Sur, Valencia, Carabobo 45316, Venezuela. Phone: 01 (58) 2-302-100. Telex: 45104/45478.

Products: Assembly and sales of GM vehicles, parts and accessories.

GENERAL MOTORS DO BRASIL LTDA., P.O. Box 8200, 01000 Sao Paulo, Brazil. Phone: (55) 11 442 7700. Telex: (55) 11 44137.

Products: Manufacturer ofChevrolet Chevette, Opala, Monza, Kadett, trucks and commercial vehicles; AC Delco batteries and Family II engines.

GENERAL MOTORS EGYPT, Abu El Fida Bldg., 3 Abu El Fida St., Zamalek, Cairo, Egypt. Phone: (202) 3404004-3412116. Telex: 20407-22670 GME UN. Fax: (202) 3412418. (Shared ownership by GM, Isuzu Motors Ltd., Egyptian and Arab investors.)

Products: Manufacturer light and medium-duty Isuzu, Chevrolet and Bedford trucks; minibus and microbus on Isuzu chassis and Ikarus body, "GME."

GENERAL MOTORS HOLDEN'S AUTOMOTIVE LTD., Box 1714 G.P.O., Melbourne, Victoria, Australia 3001. Phone: (61) 3-647-1111. (General Motors operating company.)

Products: Manufacturer of cars.

GENERAL MOTORS URUGUAYA (Uveral S.A.), Av. Sayago 1385, Montevideo, Uruguay. Phone: (59) 82-381-621/28.

Products: Assembly of General Motors vehicles.

GENERAL MOTORS ZAIRE S.A.R.L., B.P. 11199, Kinshasa 1, Zaire. Phone: 160-243 (Bell operator)-26635.

Products: Assembly of imported vehicles.

GHIA DESIGN S.P.A., Via Agostino da Montefeltro 5, 10034 Turin, Italy. Phone: (39) 0111 3190033. Telex: 221538. Fax: (39) 0111 3190624.

Products: Prototype design and engineering for Ford.

GIANNINI AUTOMOBILI S.P.A., Via Idrovore della Magliana 57, 00148 Rome, Italy. Phone: (39) 06 5222565.

Products: Automobiles, variations of Fiat cars.

GINETTA CARS LTD., Dunlop Way, Queensway Industrial Estate, Scanthorpe, Lincolnshire, DN16 3RN, England. Phone: (44) 724 280 843. Fax: (44) 724 281 005.

Products: Automobiles including G25 model.

GURGEL MOTORES S.A., Rodovia Washington Luiz, km 171, Rio Claro, Sao Paulo, Brazil 13500. Phone: (55) 0195 34 9588.

Products: Off-road vehicles, Carjas, X-12 Tocantins, G-800, Br-800.

HESTAIR DENNIS LTD. — See DENNIS SPECIALIST VEHICLES

HEULIEZ AUTOMOBILES, 7 rue Louis Heuliez, Cerizay, France, 79140. Phone: (33) 49 81 33 11. Telex: 790466.

Products: Stampings, steel, SMC, body in white, E-coating, final painting assembly lines for complete cars. Military cars and trucks, ambulances.

HINDUSTAN MOTORS LTD., Birla Bldg., 9/1 R.N. Mukherjee Rd., Calcutta 1, India.

Products: Cars, 4wd vehicles.

HINO MOTORS LTD., 7-17, Nihonbashi 1-chome, Chuo-ku, Tokyo, 103 Japan. Phone: (81) 03 272 8967. Telex: J22946 HINOLTD. Fax: (81) 03 281 2652.

Products: Diesel engines, medium, heavy-duty diesel trucks & buses.

HOLDEN'S MOTOR CO. — See GENERAL MOTORS HOLDEN'S AUTOMOTIVE LTD.

HONDA MOTOR CO. LTD., No. 1-1, 2-chome, Minami-Aoyama, Minato-ku, Tokyo 107, Japan. Phone: (81) 3 423 1111. Telex: J22678 (HONDAMTR). Fax: Tokyo (81) 3 423 0511.

ET CETERA

1989 media spending by major auto companies

1989 media spending by categories

(Figures in $ thousands)

Rank	Advertiser	Total '89	Total '88	Magazines	Sunday Magazines	Newspapers	Outdoor	Network TV	Spot TV	Syndicated TV	Cable TV	Network Radio
1.	General Motors Corp.	956,639.5	832,176.3	213,523.6	12,327.4	55,653.5	3,680.4	506,513.5	90,921.4	20,671.5	21,039.3	35,308.9
2.	Ford Motor Co.	447,266.0	389,344.1	135,238.8	592.6	27,109.0	3,016.3	201,371.7	54,870.6	6,634.4	7,253.0	11,179.6
3.	Chrysler Corp.	375,638.3	345,306.0	131,324.6	8,475.2	12,550.2	1,192.1	140,580.8	51,475.5	4,948.6	11,765.4	13,325.9
4.	Toyota Motor Corp.	277,146.3	180,503.2	53,207.2	712.0	6,460.1	571.9	110,846.9	91,031.6	8,616.3	3,504.8	2,195.5
5.	Nissan Motor Co.	232,071.5	168,121.2	31,339.2	835.6	5,321.2	391.3	73,425.0	113,502.0	4,936.2	2,321.0	0.0
6.	Honda Motor Co.	200,372.2	154,745.7	56,655.6	926.1	7,883.3	264.1	101,012.5	27,802.7	710.1	5,073.7	44.1
7.	Hyundai Group	140,685.4	135,690.5	16,407.3	48.9	8,854.5	1,299.1	41,118.4	67,627.0	4,397.0	933.2	0.0
8.	Mazda Motors	139,931.2	103,615.3	39,062.9	36.4	3,584.9	322.7	50,130.9	44,173.6	0.0	2,614.5	5.3
9.	Subaru of America	110,750.8	74,153.4	15,420.0	0.0	1,467.6	1,079.4	73,697.5	13,529.9	1,306.8	1,644.1	2,615.5
10.	Volkswagen of America	85,070.2	89,074.2	20,829.4	163.5	6,594.3	32.9	21,727.4	21,914.8	1,117.0	4,390.8	8,300.1
11.	Mercedes-Benz	78,513.0	65,905.3	17,597.8	114.6	21,414.5	0.0	23,573.0	14,300.6	0.0	1,512.5	0.0
12.	Mitsubishi Motors Corp.	73,934.0	53,837.8	11,917.7	52.6	353.2	0.8	36,573.1	21,730.6	2,216.2	1,089.8	0.0
13.	BMW	60,864.5	63,356.1	22,236.9	343.7	12,044.5	0.0	17,451.7	7,511.1	0.0	1,276.6	0.0
14.	Isuzu	47,934.8	36,388.9	12,784.0	32.6	1,145.5	3.5	14,099.4	9,736.8	4,079.2	2,124.3	3,929.5
15.	Sterling	34,933.7	20,251.3	9,177.4	0.0	10,002.9	0.0	1,103.2	12,798.7	0.0	1,851.5	0.0
16.	Saab-Scania	27,352.5	17,488.5	16,008.9	276.9	1,557.6	3.9	6,102.1	2,629.5	432.5	341.1	0.0
17.	Suzuki	26,589.2	39,242.7	2,301.3	0.0	750.2	955.2	15,667.0	4,071.9	2,621.1	222.5	0.0
18.	Volvo	20,207.6	28,212.7	12,778.4	0.0	3,297.6	0.0	0.0	1,285.7	0.0	2,190.4	655.5
19.	Porsche	17,276.6	13,642.0	8,010.9	0.0	1,370.6	0.0	2,364.0	4,488.5	56.7	985.9	0.0
20.	Peugot	17,216.7	23,963.5	8,257.4	0.0	3,089.3	14.7	0.0	4,799.4	0.0	1,055.9	0.0
21.	Jaguar	12,811.9	13,566.8	7,559.8	299.3	3,040.1	131.3	0.0	1,532.8	0.0	248.6	0.0
22.	Alfa Romeo	2,060.2	6,227.8	1,407.3	273.3	47.7	0.0	0.0	0.0	0.0	331.9	0.0
23.	Yugo	93.0	16,085.7	0.0	0.0	0.0	0.0	0.0	5.2	0.0	87.8	0.0

NOTES: Dollars are in thousands. Totals include ad spending in the following categories only: passenger cars, domestic and imported; car & truck dealers & services; fleet car advertising; motorcycles & motor bikes; trucks and vans, domestic and imported; truck leasing & rental. Dealer spending is not included in this ranking.

SOURCE: BAR/LNA Multi-Media Service reports, including magazine, newspaper supplement and outdoor from Leading National Advertisers; newspaper from Media Records/LNA; network, cable and syndicated TV and network radio from Broadcast Advertisers Reports, all as supplied to Advertising Age.

Top 20 1989 TV automotive advertisers by nameplate

	1988			1989			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
Toyota	$39,453,300	$76,413,600	$115,866,900	$59,758,000	$98,162,600	$157,920,600	+ 36
Pontiac	80,673,600	57,331,200	138,004,800	80,875,000	57,861,800	138,736,800	+ 1
Ford	75,914,300	71,133,600	147,047,900	67,117,900	70,936,500	138,054,400	− 6
Nissan	37,786,000	55,433,500	93,219,500	54,050,300	80,945,600	134,995,900	+ 45
Chevrolet	70,119,500	63,039,400	133,158,900	68,078,800	58,769,000	126,847,800	− 5
Oldsmobile	73,551,600	63,526,100	137,077,700	76,244,400	47,183,600	123,428,000	− 10
Honda	46,107,200	47,287,300	93,394,500	48,756,300	59,683,600	108,439,900	+ 16
Hyundai	35,508,400	62,249,900	98,758,300	41,118,400	64,272,300	105,390,700	+ 7
Buick	62,021,600	28,803,000	90,824,600	61,702,000	35,355,700	97,057,700	+ 7
Subaru	39,544,500	31,224,300	70,768,800	74,300,900	20,749,400	95,050,300	+ 34
Mazda	38,535,100	33,680,400	72,215,500	41,644,800	49,223,900	90,868,700	+ 26
Cadillac	27,808,000	26,318,200	54,126,200	41,891,700	28,411,000	70,302,700	+ 30
Mitsubishi	10,413,600	29,052,700	39,466,300	35,874,000	34,383,800	70,257,800	+ 78
Acura	34,122,800	15,359,000	49,481,800	42,651,300	24,615,600	67,266,900	+ 36
Geo	—	3,982,700	3,982,700	37,554,600	23,286,400	60,841,000	+ 1428
Mercury	23,695,600	24,884,900	48,580,500	28,330,400	28,310,200	56,640,600	+ 17
Dodge	24,873,000	32,250,700	57,123,700	19,142,800	29,054,000	48,196,800	− 16
Plymouth	11,090,900	5,367,000	16,457,900	19,402,100	22,187,400	41,589,500	+ 153
Eagle	26,863,900	19,561,800	46,425,700	14,891,500	25,351,300	40,242,800	− 13
Mercedes-Benz	19,453,300	10,344,600	29,797,900	23,573,000	16,336,900	39,909,900	+ 34

NOTE: Includes leasing. Expenditures for television commercials advertising two nameplates or vehicle types are divided between the two brands.

SOURCE: Television Bureau of Advertising from analysis of Arbitron data.

Automotive newspaper advertising spending - 1989 vs. 1988

	Factory		Dealer Association		Local Dealer		Total		
	1989	1988	1989	1988	1989	1988	1989	1988	% Change
Chrysler Corp	$2,124	$3,283	0	0	$3,051	$1,200	$5,175	$4,483	15.4
Chrysler-Plymouth	4,349	2,996	$491	$92	16,168	11,507	21,008	14,595	43.9
Dodge	2,122	2,474	978	610	18,980	10,952	22,080	14,036	57.3
Jeep-Eagle	904	1,372	1,215	2,886	9,109	7,668	11,228	11,926	− 5.9
Total Chrysler	**9,499**	**10,125**	**2,684**	**3,588**	**47,308**	**31,327**	**59,491**	**45,040**	**32.1**
Ford Corp	$717	$1,620	0	0	$2,918	$2,394	$3,635	$4,014	− 9.4
Ford Division	6,590	10,548	$15,839	$24,150	63,300	45,644	85,729	80,342	6.7
Lincoln-Mercury	5,742	940	18,178	12,522	21,843	13,547	45,763	27,009	69.4
Total Ford	**13,049**	**13,108**	**34,017**	**36,672**	**88,061**	**61,585**	**135,127**	**111,365**	**21.3**
GM Corp	$10,226	$8,222	0	0	$10,900	$5,030	$21,126	$13,252	59.4
Buick	3,379	7,659	$4,185	$5,421	9,887	9,739	17,451	22,819	− 23.5
Cadillac	1,531	2,163	7,526	5,522	14,061	16,694	23,118	24,379	− 5.2
Chevrolet	18,738	24,315	9,718	5,555	53,109	40,120	81,565	69,990	16.5
Oldsmobile	5,185	17,954	4,256	4,774	10,038	9,970	21,662	32,698	− 40.4
Pontiac	9,843	13,144	666	1,649	11,153	9,061	21,662	23,854	− 9.2
Total GM	**48,902**	**73,457**	**26,351**	**22,921**	**109,148**	**90,614**	**184,401**	**186,992**	**− 1.4**
Total domestic	**71,450**	**96,690**	**63,052**	**63,181**	**244,517**	**183,526**	**379,019**	**343,397**	**10.4**
Total imports	**79,381**	**78,219**	**16,612**	**24,487**	**117,493**	**122,230**	**213,486**	**224,936**	**− 5.1**
Total several makes	0	0	0	0	106,074	119,064	106,074	119,064	− 10.9
Grand Total	**$150,831**	**$174,909**	**$79,664**	**$87,668**	**$468,084**	**$424,828**	**$698,579**	**$687,397**	**1.6**

SOURCE: Media Records, projected to 125 markets, 000s missing

Trucks, vans, pickups — top 10 1989 TV advertisers by nameplate

	1988			1989			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
Ford	$38,935,000	$45,711,000	$84,646,000	$67,419,800	$67,038,100	$134,457,900	+ 59
Chevrolet	69,088,500	47,921,500	117,010,000	59,216,100	56,659,000	115,875,100	− 1
Toyota	22,180,000	42,395,800	64,575,800	25,580,900	69,781,700	95,362,600	+ 48
Dodge	30,436,900	31,239,100	61,676,000	21,347,700	43,173,800	64,521,500	+ 5
Jeep	23,383,200	17,505,100	40,888,300	23,438,600	30,821,600	54,260,200	+ 33
Nissan	16,655,900	31,928,400	48,584,300	11,489,400	36,742,400	48,231,800	− 1
Isuzu	5,587,000	22,739,500	28,326,500	10,785,300	23,785,800	34,571,100	+ 22
GMC	61,800	20,701,800	20,763,600	—	33,388,100	33,388,100	+ 61
Mazda	4,693,000	23,055,700	27,748,700	8,486,100	22,562,400	31,048,500	+ 12
Suzuki	21,320,800	15,795,500	37,116,300	7,924,700	4,134,700	12,059,400	− 68

NOTE: Expenditures for television commercials advertising two nameplates or vehicle types are divided between the two brands.

*—Spot TV includes national syndication advertising.

SOURCE: Television Bureau of Advertising from analysis of data compiled by Arbitron

1990 world car count by country

Numbers are based on sales and attrition rates and do not necessarily reflect official governments' figures.

Country	1990
Afghanistan	31,000
Algeria	884,200
Angola	122,000
Argentina	4,297
Australia	7,312,400
Austria	2,839,300
Bahamas	71,700
Bahrain	151,600
Bangladesh	31,900
Barbados	34,000
Belgium and Luxembourg	3,745,000
Belize	3,100
Benin	22,000
Bermuda	25,900
Bolivia	80,700
Botswana	14,000
Brazil	9,527,300
Brunei	68,100
Bulgaria	1,246,400
Burkina Faso (Upper Volta)	11,000
Burma	27,000
Burundi	8,500
Cameroon	95,000
Canada	12,437,600
Central African Republic	14,000
Chile	712,300
China	1,667,500
Columbia	669,900
Congo Republic	26,300
Costa Rica	84,600
Cuba	21,000
Cyprus	149,800
Czechoslovakia	2,724,400
Denmark	1,678,900
Dominican Republic	121,600
Ecuador	62,700
Egypt	425,000
El Salvador	52,000
Ethiopia	45,100
Fiji Islands	30,000
Finland	1,850,400
France	23,003,300
French Guiana	25,700
French Polynesia	40,100
Germany East	3,643,800
Germany West	30,516,400
Ghana	58,000
Gibraltar	9,500
Greece	1,604,300
Guadeloupe	81,800
Guam	163,000
Guatemala	95,000
Guyana	20,300
Haiti	32,300
Honduras	27,500
Hong Kong	193,000
Hungary	1,881,500
Iceland	138,100
India	1,916,400
Indonesia	968,200
Iran	1,557,000
Iraq	251,000
Ireland	759,600
Israel	752,800
Italy	24,050,000
Ivory Coast	174,600
Jamaica	93,000
Japan	31,109,500
Jordan	136,400
Kenya	130,100
Korea, Repub.	1,119,900
Kuwait	452,000
Lebanon	452,000
Liberia	8,000
Libya	404,000
Madagascar	15,000
Malawi	15,000
Malaysia	1,212,400
Mali	21,000
Malta	83,400
Martinique	85,400
Mauritania	8,000
Mauritius	34,500
Mexico	6,615,600
Morocco	704,100
Mozambique	84,000
Netherlands	5,314,600
Netherlands Antilles	68,200
New Caledonia	52,300
New Zealand	1,609,300
Nicaragua	31,000
Niger	16,000
Nigeria	773,000
Norway	1,740,200
Oman	123,300
Pakistan	474,000
Panama	149,500
Papua New Guinea	31,000
Paraguay	60,000
Peru	395,200
Philippines	353,000
Poland	4,795,500
Portugal	1,394,500
Puerto Rico	1,454,000
Qatar	92,400
Reunion	145,000
Romania	315,700
Samoa American	6,600
Saudi Arabia	1,371,200
Senegambia	123,000
Sierra Leone	27,900
Singapore	256,700
SouthAfrica	3,246,000
Spain	11,129,100
Sri Lanka	147,800
Sudan	34,000
Surinam	27,000
Swaziland	15,000
Sweden	3,580,200
Switzerland	2,849,600
Syria	93,000
Taiwan	1,581,400
Tanzania	43,600
Thailand	525,900
Togo	25,600
Trinidad and Tobago	246,800
Tunisia	171,000
Turkey	1,401,900
U.S.S.R.	14,222,000
Uganda	31,000
United Arab Emirates	285,900
United Kingdom	21,845,800
United States	142,777,500
Uruguay	163,000
Vanuatu	4,100
Venezuela	1,644,900
Virgina Islands, U.S.	54,100
Yemen North	20,000
Yeman South	11,000
Yugoslavia	3,195,600
Zaire	94,000
Zambia	96,000
Zimbabwe	173,000
WORLD TOTAL	418,248,000

Source: Auto Strategies International Inc.

Ford Motor Co. worldwide factory sales

U.S. and Canadian cars and trucks*

	1989	1988	1987	1986	1985	1984	1983
Cars							
United States	2,186,344	2,376,766	2,171,442	2,093,698	1,940,662	2,047,671	1,671,837
Canada	190,037	200,629	187,840	188,887	194,540	167,295	143,425
Total cars	2,376,381	2,577,395	2,359,282	2,282,585	2,135,202	2,214,966	1,815,262
Trucks**							
United States	1,523,275	1,540,926	1,481,059	1,404,002	1,260,123	1,238,928	993,874
Canada	136,082	145,142	151,982	126,758	119,583	94,552	69,409
Total trucks	1,659,357	1,686,068	1,633,041	1,530,760	1,379,706	1,333,480	1,063,283
Total cars and trucks	4,035,738	4,263,463	3,992,323	3,813,345	3,514,908	3,548,446	2,878,545

Cars and trucks outside the United States and Canada**

	1989	1988	1987	1986	1985	1984	1983
Germany	1,023,380	1,008,198	899,609	862,288	769,883	789,655	833,119
Britain	515,520	507,367	484,057	438,155	422,003	371,598	414,018
Spain	310,481	281,679	276,448	268,114	265,783	269,021	228,150
Brazil	—	—	—	182,635	185,241	169,099	165,328
Australia	158,740	136,203	134,222	143,415	177,108	156,304	138,394
Mexico	86,830	62,663	34,495	43,601	70,238	50,560	47,670
Argentina	—	—	—	32,521	33,281	49,881	56,588
Other countries***	205,665	181,099	230,220	131,671	112,055	180,087	172,419
Total outside United States and Canada	2,300,616	2,177,209	2,059,051	2,102,400	2,035,592	2,036,205	2,055,686
Total worldwide— cars and trucks	6,336,354	6,440,672	6,051,374	5,915,745	5,550,500	5,584,651	4,934,231

Mexican exports to U.S. are included as U.S. vehicle sales.

*Factory sales are by source of manufacture, except that Canadian exports to the United States are included as U.S. vehicle sales and U.S. exports to Canada are included as Canadian vehicle sales.

**Includes units manufactured by other companies and sold by Ford.

***Unit sales for Brazil, Argentina are included only through June 30, 1987.

General Motors worldwide factory sales

(Units in thousands)

	Cars			Trucks & buses			Total		
	1989	1988	1987	1989	1988	1987	1989	1988	1987
United States	3,238	3,516	3,592	1,599	1,661	1,520	4,837	5,177	5,112
Canada	414	411	344	323	327	238	737	738	582
Overseas*	2,083	1,955	1,857	289	238	214	2,372	2,193	2,071
Total	5,735	5,882	5,793	2,211	2,226	1,972	7,946	8,108	7,765

*—Includes units which are manufactured overseas by other companies and which are imported and sold by General Motors and affiliates

Retail unit sales of cars and trucks worldwide

United States:	1989	1988	Change from '88	**International:**	1989	1988	Change from '88
Industry	14,855	15,799	(944)	Industry	28,265	26,769	1,496
GM: cars	3,437	3,822	(385)	GM: cars	2,023	1,863	160
trucks	1,708	1,741	(33)	trucks	301	280	21
total	5,145	5,563	(418)	total	2,324	2,143	181
As % of U.S.	34.6	35.2	(0.6)	As % of International	8.2	8.0	0.2

U.S. automakers' captive import car sales — '89 vs. '88

	1989	1988
Chrysler Corp.		
Dodge Colt	30,040	42,331
Plymouth Colt	28,259	37,554
Dodge Vista	6,653	10,190
Plymouth Vista	6,257	9,249
Chrysler Conquest	5,026	9,873
Eagle Summit	19,121	4,603
Medallion	3,907	14,712
Maserati	2,924	0
Total Chrysler	102,187	128,512
Ford Motor Co.		
Festiva	69,328	69,167
Merkur XR4Ti	4,017	5,745
Merkur Scorpio	4,748	9,516
Total Ford	78,093	84,428
General Motors Corp.		
Geo Metro	53,437	48,088
Geo Storm	62,239	68,347
LeMans	44,641	64,037
Total GM	160,318	180,472
Total Big 3	340,598	393,412

SOURCE: MVMA

Japan's top 10 cars

1. Toyota Corolla	291,617
2. Toyota Mark II	217,451
3. Toyota Crown	185,877
4. Touota Carina	172,429
5. Toyota Corona	157,218
6. Nissan Sunny	154,323
7. Honda Civic	144,891
8. Nissan Bluebird	124,837
9. Toyota Sprinter	122,574
10. Mazda Familia	118,830

Source: JADA-Japan Automobile Dealers Association & Nihon Sangyo Shimbun.

Chrysler Corporation worldwide factory sales

Sales by area of manufacture

	1989	1988
United States		
Cars	967,395	1,070,901
Trucks	659,517	655,183
Canada		
Cars	33,740	58,837
Trucks	447,670	434,694
Total U.S. and Canada	2,108,322	2,219,615
TOTAL WORLDWIDE	2,381,712	2,566,920

U.S. automakers' financial results for 1989 and '88

(In millions)

	1989 Sales	Profit (Loss)	1988 Sales	Profit (Loss)
Chrysler Corp.	$ 30,987.0 *(34,922.0)	$ 359.0	$ 30,804.0	$1,050.2
Ford Motor Co.	82,879.4 *(96,145.9)	3,174.7	82,193.0	4,608.8
General Motors Corp.	112,533.2 *(126,931.9)	4,224.3	110,228.5	4,856.3
Total	$ 226,399.6 *(257,999.8)	$ 7,758.0	$223,225.5 *(250,235.2)	10,515.3

*Includes financial services and other income

1989 financial results of automakers' finance companies

(Dollars in millions)

	Chrysler Financial Corp.	Ford Motor Credit Corp.	General Motors Acceptance Corp.
1989 Net Income	$284.0	$448.8	$1,110.7
1988 Net Income	$259.0	$564.2	$1,187.6
1989 Percentage of Retail Sales Financed U.S. Only	29%	30%	39%
1988 Percentage of Retail Sales Financed U.S. Only	28%	29%	30%

FORD MOTOR CO.

Financial Highlights

	1989	1988***
Dollar sales (in millions)		
Automotive	$82,879.4	$82,193.0
All other	13,266.5	10,252.6
Total	$96,145.9	$92,445.6
Net income (in millions)	$3,835.7	$5,300.2
A share	8.22	10.96
Cash dividends a share	3.00	2.30
After-tax return on sales	3.9	5.7
Taxes (in millions)		
Provision for income taxes	$2,112.4	$2,998.7
Net income (loss)	3,835.0	5,300.2
Cash dividends	1,403.5	113.5
Retained income (loss)	$21,704.0	$20,126.5
Investment		
Capital expenditures (in millions)	$6,766.6	$4,781.8
Cash and marketable securities at Dec. 31 (in millions)	5,725.5	9,242.5
Working capital at Dec. 31 (in millions)	1,016.0†	2,514.2
Stockholders equity at Dec. 31 (in millions)	22,727.8	21,529.0
Stockholders equity a share at Dec. 31	48.07	43.87
Employee Data — Worldwide*		
Payroll	$NA	$NA
Total labor costs	$13,313.8	$13,010.4
Average number of employees	366,641	358,939
Employee Data — U.S. Operations*		
Payroll	$8,637.1	$8,473.0
Average number of employees	188,286	185,540
Average hourly labor costs**		
Earnings	$17.77	$17.39
Benefits	$13.21	$13.07
Total	$30.98	$30.46

NOTES *—Includes unconsolidated finance, insurance and land subsidiaries
**—Per hour worked (in dollars). Excludes data for subsidiary companies, except Rouge Steel
***—Restated to reflect consolidation of subsidiaries
†—Automotive

GENERAL MOTORS CORP.

Financial Highlights

	1989	1988
Sales and Revenues (in millions except per share and hourly amounts)	$112,533.2	$110,228.5
Worldwide Factory Sales of Cars and Trucks (units in thousands)	7,946	8,108
Net Income	$4,224.3**	$4,856.3
As a percent of sales and revenues	3.8	4.4
As a percent of stockholders' equity	12.0	14.6
Worldwide Employment (in thousands)		
GM (excluding units listed below)	628.5	624.0
GMAC and its subsidiaries	18.4	18.5
Electronic Data Systems	55.0	47.5
Hughes Aircraft Co.	73.2	75.7
Average number of employees	755.1	765.7
Total payrolls	$28,337.9	$27,548.6
Total cost of an hour worked — U.S. hourly employees*	$29.50	$27.90

NOTES *—Excludes Hughes and EDS
**—Includes the effect of an accounting change

CHRYSLER CORP.

Financial Highlights

	1989	1988*
Unit Sales of Cars and Trucks:		
In the United States and Canada	2,204,609	2,416,668
Outside the United States and Canada	177,103	150,252
TOTAL WORLDWIDE	2,381,712	2,566,920
Net Sales (In millions of dollars)	$ 34,922.0	$ 34,148.0
Earnings from continuing operations (In millions of dollars)	359.0	1,050.2
Per share data-primary *(In dollars):		
Earnings from continuing operations	1.55	4.66
At Dec. 31 (In millions of dollars):		
Cash and marketable securities	2,564.0	3,255.0
Property, plant, equipment and tools less accumulated depreciation	9,110.0	8,984.0
Total assets	$ 51,038.0	$ 48,210.0

Payroll and Employment Data

	1989	1988*
Worldwide Operations:		
Average number of employees	121,947	130,242
Total payroll (In millions)	$ 4,836.0	$ 5,162.1
U.S. Operations:		
Average number of employees	88,542	100,732
Total payroll (In millions)	$ 4,263.0	$ 4,590.0
Average total hourly labor costs per hour worked — including employee benefits	$ 32.33	$ 29.06
Average weekly hours worked — hourly employees	39.2	40.6
Average number of hourly employees	63,285	72,495
Number of retired employees receiving benefits under the company's pension plans	87,635	84,574

NOTE *—Restated according to new accounting standard to reflect consolidation of subsidiaries. Includes American Motors Corp. since Aug. 6, 1987

Major automakers' joint ventures, equity stakes with other car companies, assembly operations

United States

Chrysler Corp.
50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car manufacture. With Mitsubishi.
50% of Eurostar, Austria. Minivan assembly, beginning spring 1991. With Steyr-Daimler-Puch Fahrzeugtechnik.
50% of ARCAD (Association of Renault and Chrysler for Automotive Development). Sport-utility assembly in Spain and North America, beginning 1992. With Renault.
31% of Beijing Automobile Works, China. 4wd vehicle manufacture.
16% of Officine Alfieri Maserati S.p.A., Italy. (See Fiat; Chrysler has option to acquire a total of 51% by 1995.)
12% of Mitsubishi Motors Corp., Japan.

Ford Motor Co.
74% of Vehicle Assemblers of New Zealand. Car and commercial vehicle assembly. With Mazda Motor of New Zealand.
70% of Ford Lio Ho Motor Co. Ltd., Taiwan.
Controlling interest in AC Cars, Great Britain.
Controlling interest in Aston Martin Lagonda Ltd., Great Britain.
49% of Autolatina, Brazil and Argentina. With Volkswagen.
49% of Iveco-Ford Truck Ltd., Great Britain. With Iveco (Fiat).
30% of Otomobil Sanayii Anomin Sirketi, Turkey. Car and truck manufacture.
30% of Associated Motor Industries of Malaysia. Vehicle assembly.
25% of Mazda Motor Corp., Japan.
10% of Kia Motors Corp., South Korea. (See Mazda.)
Ford will build a minivan jointly developed with Nissan to be sold by both companies beginning in 1992.

General Motors
60% of IBC Vehicles Ltd. Great Britain. Van assembly. With Isuzu.
50% of Saab Automobile AB, Sweden. Car assembly. With Saab-Scania.
50% of CAMI Automotive Inc., Ingersoll, Ontario. Car and sport-utility assembly. With Suzuki.
50% of Daewoo Motor Co. Ltd., South Korea.
50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With Toyota.
50% of United Australian Automotive Industries, Australia. Vehicle design, engineering, manufacture. With Toyota.
38% of Isuzu Motors Ltd., Japan.
31% of General Motors Egypt. Commercial vehicle manufacture. (See Isuzu.)
24% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With Volvo. (GM has option to buy up to 35% by 1993.)
5% of Suzuki Motor Co. Ltd., Japan.

Japan

Daihatsu Motor Co. Ltd.
Daihatsu is 14% owned by Toyota Motor Corp.
Fuji Heavy Industries Ltd. (Subaru)
51% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Isuzu.
45% of Ta Ching Motor Co., Taiwan. Small-car assembly.
Fuji is 5% owned by Nissan Motor Co. Ltd.
Honda Motor Co. Ltd.
23% of Oriental Assemblers, Malaysia. Car assembly.
20% of Rover Group Ltd., Great Britain.
14% of San Yang Industries Co. Ltd., Taiwan.
Honda of the U.K. Manufacturing Ltd. is 20% owned by Rover Group Ltd.
Honda cars are built in South Africa by Mercedes-Benz of South Africa.

Isuzu Motors Ltd.
49% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Fuji.
40% of IBC Vehicles Ltd., Great Britain. Van assembly. With General Motors.
25% of Automotive Manufacturers, Malaysia. Vehicle manufacture.
20% of General Motors Egypt. Commercial vehicle assembly. (See General Motors.)
15% of Qingling Motors Co. Ltd., China. Vehicle manufacture.
15% of Anadolu Otomotiv Sanayii ve Ticaret, Turkey. Vehicle manufacture.

Mazda Motor Corp.
32% of Asia Automobile Industries, Malyasia. Vehicle assembly.
26% of Vehicle Assemblers of New Zealand. Car and commercial vehicle assembly. With Ford. (Mazda owns 50% of Mazda Motor of New Zealand Ltd., which holds the 26% stake in Vehicle Assemblers of New Zealand.)
8% of Kia Motors Corp., South Korea. (See Ford.)
Mazda is 25% owned by Ford Motor Co.

Mitsubishi Motors Corp.
50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car assembly. With Chrysler.
49.8% of Mitsubishi Motors Australia Ltd. Vehicle manufacture.
49.8% of Mitsubishi Motors de Portogol S.A., Portugal. Vehicle assembly.
30% of Perusahaan Otomobil Nasional (PROTON), Malaysia. (15% each held by Mitsubishi Motors and Mitsubishi Corp.)
19% of China Motor Co. Ltd., Taiwan. Vehicle manufacture.
14% of Hyundai Motor Corp., South Korea. (7% each held by Mitsubishi Motors and Mitsubishi Corp.)
Mitsubishi is 12% owned by Chrysler Corp.

Nissan Motor Co. Ltd.
70% of Nissan Motor Iberica, Spain. Commercial vehicle manufacture.
42% of Nissan Shatai Co. Ltd., Japan. Car and commercial vehicle manufacture.
41% of Nissan Diesel Motor Co. Ltd., Japan. Truck and bus manufacture.
34% of Aichi Machine Industry Co. Ltd., Japan. Commercial vehicle manufacture.
25% of Yue Loong Motor Co. Ltd., Taiwan.
5% of Fuji Heavy Industries Ltd., Japan.
Nissan builds the VW Santana for Volkswagen in Japan
Nissan is jointly developing a minivan to be built by Ford Motor Co. and sold by both companies beginning in 1992.

Suzuki Motor Co. Ltd.
50% of CAMI Automotive Inc., Ingersoll, Ontario. Car and sport-utility assembly. With General Motors.
17% of Land Rover Santana, Spain. 4wd vehicle assembly.
Suzuki is 5 percent owned by General Motors.

Toyota Motor Corp.
50% of New United Motor Manufacturing Inc., Fremont, Calif. Car assembly. With General Motors.
50% of United Australian Automotive Industries, Australia. Vehicle design, engineering, manufacture. With General Motors.
27% of Salvador Caetano, Portugal. Vehicle assembly.
14% of Daihatsu Motor Co. Ltd., Japan.
10% of Hino Motors Ltd., Japan. Truck and bus manufacture. Toyota pickups are built in West Germany by Volkswagen AG.

Europe

Daimler-Benz AG
81% of Mercedes-Benz Espana, Spain. Van assembly.
80% of Fabrica de Autotransportes Mexicana, Mexico. Truck and engine assembly.
20% of Enasa, Spain. Truck assembly. With MAN.
Mercedes-Benz of South Africa (50.1 percent owned by Daimler-Benz) builds Honda cars in South Africa.

Fiat S.p.A.
90% of Ferrari, Italy. Car assembly.
51% of Inncenti, Italy. Car assembly. With Maserati.
50% of Societa Europea Veicoli Leggeri, Italy. Van assembly. With Peugeot.
49% of Societa Maserati S.p.A., Italy. Car assembly. With Officine Alfieri Maserati S.p.A. (See Chrysler.)
48% of Iveco-Ford Truck Ltd., Great Britain. With Ford.
27% of Zastava Privredna Vozila, Yugoslavia. Commercial vehicle assembly.
15% of L'Auto-Locomotion S.A., Belgium. Vehicle assembly.

Peugeot S.A.
59% of Automotores Franco-Chilena, Chile. Car assembly. With Renault.
58% of Citroen Hispania, Spain. Car assembly.
49% of Societe Anonyme des Usines Chausson, France. Car and commercial vehicle manufacture. With Renault.
50% of Societa Europea Veicoli Leggeri, Italy. Van assembly. With Fiat.
22% of Guanzhou Peugeot Automobile Co. Ltd., China. Light truck and car assembly.

Renault S.A.
72% of Fabrication de Automoviles Renault de Espana, Spain. Vehicle assembly.
65% of Renault Portuguesa, Portugal. Car assembly.
50% of ARCAD (Association of Renault and Chrysler for Automotive Development). Sport-utility assembly in Spain and North America, beginning in 1992. With Chrysler.
49% of Societe Anonyme des Usines Chausson. Car and commercial vehicle manufacture. With Peugeot.
45% of Volvo Truck & Bus Corp., Sweden.
44% of Mack Trucks Inc., Allentown, Pa.
44% of Automores Franco-Chilena, Chile. With Peugeot.
41% of Automores Franco-Chilena, Chile. Vehicle assembly.
40% of Oyak Renault Otomobili Fabrikalari, Turkey. Car assembly.
25% of Volvo Car Corp., Sweden.
20% of Revoz, Yugoslavia. Car assembly.
Renault S.A. is 20% owned by AB Volvo.
Renault Vehicules Industriels is 45% owned by AB Volvo.

Rover Group Ltd.
20% of Honda of the U.K. Manufacturing Ltd.
Rover Group is 20% owned by Honda Motor Co. Ltd.

Saab-Scania AS
50% of Saab-Valmet, Finland. Car manufacture.
50% of Saab Automobile AB, Sweden. Car assembly. With General Motors.

Volkswagen AG
75% of SEAT, Spain. (VW has option to buy rest of company by the end of 1990.)
51% of Autolatina, Brazil and Argentina. With Ford.
50% of Shanghai-Volkswagen Automotive Co., China. Vehicle assembly.
49% of TAS Tvornica Automobila Sarajevo, Yugoslavia. Car assembly.
VW Santana models are built in Japan by Nissan Motor Co. Ltd.
VW builds Toyota pickup trucks in West Germany.

AB Volvo
76% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With General Motors.
45% of Renault Vehicules Industriels, France. Commercial vehicle assembly.
30% of Volvo Car B.V., The Netherlands. Vehicle manufacture.
20% of Renault S.A. (Volvo has option to buy an additional 5 percent.)
Volvo Truck & Bus Corp. is 45% owned by Renault S.A.
Volvo Car Corp. is 25% owned by Renault.

NOTE: Chart includes equity holdings in other major automakers in Europe, Japan and the United States and their joint vehicle-making companies and vehicle production arrangements. Also included are their stakes in other vehicle makers and vehicle-making operations in Europe, North America and select Asia-Pacific nations. List does not include holdings greater than 95% or less than 5%.

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